

**State:** Indiana **First Filing Company:** The Farmers Automobile Insurance Association, ...  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** PPA  
**Project Name/Number:** PPA Revision/P-12-230 IN & F-12-66 IN

## Filing at a Glance

Companies: The Farmers Automobile Insurance Association  
Pekin Insurance Company

Product Name: PPA

State: Indiana

TOI: 19.0 Personal Auto

Sub-TOI: 19.0001 Private Passenger Auto (PPA)

Filing Type: Form/Rate/Rule

Date Submitted: 10/10/2012

SERFF Tr Num: PKNS-128713741

SERFF Status: Closed-Filed

State Tr Num:

State Status: Rates OK

Co Tr Num: P-12-230 IN & F-12-66 IN

Effective Date 11/14/2012

Requested (New):

Effective Date 12/19/2012

Requested (Renewal):

Author(s): Mark Galvin, Julie Henderson

Reviewer(s): Richard Lash (primary), Kathryn Koch

Disposition Date: 01/25/2013

Disposition Status: Filed

Effective Date (New):

Effective Date (Renewal):

**State:** Indiana **First Filing Company:** The Farmers Automobile Insurance Association, ...  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** PPA  
**Project Name/Number:** PPA Revision/P-12-230 IN & F-12-66 IN

## General Information

Project Name: PPA Revision Status of Filing in Domicile: Pending  
Project Number: P-12-230 IN & F-12-66 IN Domicile Status Comments:  
Reference Organization: Reference Number:  
Reference Title: Advisory Org. Circular:  
Filing Status Changed: 01/25/2013  
State Status Changed: 01/25/2013 Deemer Date:  
Created By: Mark Galvin Submitted By: Mark Galvin  
Corresponding Filing Tracking Number:

### Filing Description:

We are proposing a form/rate/rule revision in our Private Passenger Auto Programs effective November 14, 2012 New and December 19,2012 Renewals. The details of the revision are included in the Explanatory Memorandum in the Supporting Documentation Tab.

Revised manual pages effective November 14, 2012 New and December 19,2012 Renewals, in final printed form, are attached and replace the previously issued manual pages. Highlights of the manual page revisions are attached in the Supporting Documentation Tab.

## Company and Contact

### Filing Contact Information

Mark Galvin, Assistant Manager mgalvin@pekininsurance.com  
2505 Court St 309-346-1161 [Phone] 2633 [Ext]  
Pekin, IL 61558

### Filing Company Information

The Farmers Automobile Insurance Association	CoCode: 24201	State of Domicile: Illinois
2505 Court St	Group Code: 153	Company Type: P&C
Pekin, IL 61558	Group Name: Pekin Insurance	State ID Number:
(309) 346-1161 ext. [Phone]	FEIN Number: 37-0268670	

Pekin Insurance Company	CoCode: 24228	State of Domicile: Illinois
2505 Court St	Group Code: 153	Company Type: P&C
Pekin, IL 61558	Group Name: Pekin Insurance	State ID Number:
(309) 346-1161 ext. [Phone]	FEIN Number: 37-6028411	

## Filing Fees

Fee Required? No  
Retaliatory? No  
Fee Explanation:

<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	PPA		
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN		

## Correspondence Summary

### Dispositions

Status	Created By	Created On	Date Submitted
Filed	Richard Lash	01/25/2013	01/25/2013

### Objection Letters and Response Letters

#### Objection Letters

Status	Created By	Created On	Date Submitted
Pending Industry Response	Kathryn Koch	12/14/2012	12/14/2012
Pending Industry Response	Kathryn Koch	11/26/2012	11/26/2012
Pending Industry Response	Kathryn Koch	11/02/2012	11/02/2012

#### Response Letters

Responded By	Created On	Date Submitted
Mark Galvin	12/17/2012	01/16/2013
Mark Galvin	11/27/2012	11/27/2012
Mark Galvin	11/07/2012	11/07/2012

### Amendments

Schedule	Schedule Item Name	Created By	Created On	Date Submitted
Form	COMPREHENSIVE INCREASED TRANSPORTATION EXPENSES	Mark Galvin	01/09/2013	01/09/2013
Supporting Document	Side-by-Side Comparison of Revisions	Mark Galvin	10/12/2012	10/12/2012

<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	PPA		
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN		

## Disposition

Disposition Date: 01/25/2013

Effective Date (New):

Effective Date (Renewal):

Status: Filed

Comment:

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
The Farmers Automobile Insurance Association	2.700%	3.930%	\$894,894	22,065	\$22,724,284	35.000%	-22.000%
Pekin Insurance Company	6.100%	4.200%	\$71,040	1,426	\$1,710,743	30.000%	-23.000%

### Overall Rate Information for Multiple Company Filings

Overall Percentage Rate Indicated For This Filing

0.000%

Overall Percentage Rate Impact For This Filing

4.000%

Effect of Rate Filing-Written Premium Change For This Program

\$965,934

Effect of Rate Filing - Number of Policyholders Affected

23,491

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	80 Filing Description/Cover Letter/NAIC Transmittal		Yes
Supporting Document	81 Rate Requirements- All Private Passenger Auto and Homeowners Increases/Decreases		Yes
Supporting Document	Exhibits and Attachments		Yes
Supporting Document	Manual Page Revisions		Yes
Supporting Document	Side-by-Side Comparison of Revisions		Yes
Supporting Document	Response to Objection		Yes

<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	PPA		
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN		

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Response to Objection		Yes
Supporting Document	Response to 12/14/12 Objection		Yes
Form	REPLACEMENT COST FOR MECHANICAL PARTS - HYBRID TYPE VEHICLES		Yes
Form (revised)	COMPREHENSIVE INCREASED TRANSPORTATION EXPENSES		Yes
Form	COMPREHENSIVE INCREASED TRANSPORTATION EXPENSES		Yes
Form	YOUNG ADULT PROTECTION PLUS		Yes
Rate	Manual pages		Yes

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**State:** Indiana **First Filing Company:** The Farmers Automobile Insurance Association, ...  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** PPA  
**Project Name/Number:** PPA Revision/P-12-230 IN & F-12-66 IN

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## Objection Letter

Objection Letter Status	Pending Industry Response
Objection Letter Date	12/14/2012
Submitted Date	12/14/2012
Respond By Date	01/16/2013

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Dear Mark Galvin,

### **Introduction:**

Thank you for your previous response. Please see below for some additional items we are requesting.

### **Objection 1**

Comments: For administrative purposes on our end, please disclose the vehicle count by company included in this submission. Please ensure the "as of date" of the counts corresponds to the "as of date" for the # of Policy Holders Affected for this Program already provided under the Company Rate Information section on the Rate/Rule schedule tab (i.e. the 22,065 and 1,426). The Department is in the process of creating a Requirement for all companies to provide this additional information for TOI 19.0 Personal Auto submissions.

### **Objection 2**

Comments: IC 27-1-22-4 states that a filing "shall be accompanied by the information upon which the filer supports such a filing." Accordingly, we are respectfully requesting the following:

Please provide additional documentation of the following items used to calculate the submitted indications in IN Rate Indication Summary.pdf. This includes:

1. Underlying expense and profit provisions used to calculate a permissible loss ratio
2. Credibility assigned to Indiana experience and details on any credibility complement
3. History of rate changes used to bring premium to current rate level
4. Premium and Loss trend assumptions
5. Loss Development factors
6. Disclosure of any other relevant adjustments (i.e. CATs and/or Large Loss)

### **Conclusion:**

Thank you.

Sincerely,

Kathryn Koch

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**State:** Indiana **First Filing Company:** The Farmers Automobile Insurance Association, ...  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** PPA  
**Project Name/Number:** PPA Revision/P-12-230 IN & F-12-66 IN

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## Objection Letter

Objection Letter Status	Pending Industry Response
Objection Letter Date	11/26/2012
Submitted Date	11/26/2012
Respond By Date	12/26/2012

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Dear Mark Galvin,

**Introduction:**

Thank you for most recent response. We have an additional inquiry detailed below.

**Objection 1**

- 80 Filing Description/Cover Letter/NAIC Transmittal (Supporting Document)

Comments: Regarding the introduction of rate capping, please describe how the actuarial support contained within future rate filing submissions will avoid distortion from the use of rate capping within the following categories:

- \* Current leveling of premiums to account for historical rate changes
- \* Analysis of individual rating variables
- \* Premium Trend exhibits and selections
- \* Expenses that are divided by Earned or Written premium in the calculation of expense provisions

**Conclusion:**

Thank you for your assistance.

Sincerely,

Kathryn Koch

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**State:** Indiana **First Filing Company:** The Farmers Automobile Insurance Association, ...  
**TOI/Sub-TOI:** 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)  
**Product Name:** PPA  
**Project Name/Number:** PPA Revision/P-12-230 IN & F-12-66 IN

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## Objection Letter

Objection Letter Status	Pending Industry Response
Objection Letter Date	11/02/2012
Submitted Date	11/02/2012
Respond By Date	12/04/2012

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Dear Mark Galvin,

**Introduction:**

Thank you for your submission. We are respectfully requesting a response to the objection below.

**Objection 1**

Comments: Per IC 27-1-22-3 Rates shall not be excessive, inadequate or unfairly discriminatory

The overall proposed rate change of +4% exceeds the overall indicated rate change of +2.94%. This difference is accumulating \$250,000 in additional premium from Indiana policyholders that has not been actuarially supported. From the Department's perspective, this amount is material. Please provide additional support or consider reducing the overall rate change submitted to be within the bounds of the indication.

**Conclusion:**

Thank you.

Sincerely,

Kathryn Koch



<b>SERFF Tracking #:</b>	PKNS-128713741	<b>State Tracking #:</b>		<b>Company Tracking #:</b>	P-12-230 IN & F-12-66 IN
<hr/>					
<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...		
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)				
<b>Product Name:</b>	PPA				
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN				

## Response Letter

Response Letter Status	Submitted to State
Response Letter Date	12/17/2012
Submitted Date	01/16/2013

Dear Richard Lash,

### **Introduction:**

### **Response 1**

#### **Comments:**

Vehicle Count By Company:

FAIA - 44,122

PIC - 2,361

### **Related Objection 1**

*Comments: For administrative purposes on our end, please disclose the vehicle count by company included in this submission. Please ensure the "as of date" of the counts corresponds to the "as of date" for the # of Policy Holders Affected for this Program already provided under the Company Rate Information section on the Rate/Rule schedule tab (i.e. the 22,065 and 1,426). The Department is in the process of creating a Requirement for all companies to provide this additional information for TOI 19.0 Personal Auto submissions.*

### **Changed Items:**

No Supporting Documents changed.

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

### **Response 2**

#### **Comments:**

See Response to 12/14/12 Objection in the Supporting Documentation Tab.

### **Related Objection 2**

State:	Indiana	First Filing Company:	The Farmers Automobile Insurance Association, ...
TOI/Sub-TOI:	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
Product Name:	PPA		
Project Name/Number:	PPA Revision/P-12-230 IN & F-12-66 IN		

Comments: IC 27-1-22-4 states that a filing "shall be accompanied by the information upon which the filer supports such a filing." Accordingly, we are respectfully requesting the following:

Please provide additional documentation of the following items used to calculate the submitted indications in IN Rate Indication Summary.pdf. This includes:

1. Underlying expense and profit provisions used to calculate a permissible loss ratio
2. Credibility assigned to Indiana experience and details on any credibility complement
3. History of rate changes used to bring premium to current rate level
4. Premium and Loss trend assumptions
5. Loss Development factors
6. Disclosure of any other relevant adjustments (i.e. CATs and/or Large Loss)

**Changed Items:**

Supporting Document Schedule Item Changes	
Satisfied - Item:	Response to 12/14/12 Objection
Comments:	
Attachment(s):	
Indiana Objection Response 2013-01-07.pdf	

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

**Conclusion:**

Sincerely,  
Mark Galvin

<b>SERFF Tracking #:</b>	PKNS-128713741	<b>State Tracking #:</b>		<b>Company Tracking #:</b>	P-12-230 IN & F-12-66 IN
<hr/>					
<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...		
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)				
<b>Product Name:</b>	PPA				
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN				

## Response Letter

Response Letter Status	Submitted to State
Response Letter Date	11/27/2012
Submitted Date	11/27/2012

*Dear Richard Lash,*

### **Introduction:**

### **Response 1**

#### **Comments:**

*See attached response in the Supporting Documentation Tab.*

### **Related Objection 1**

*Applies To:*

*- 80 Filing Description/Cover Letter/NAIC Transmittal (Supporting Document)*

*Comments: Regarding the introduction of rate capping, please describe how the actuarial support contained within future rate filing submissions will avoid distortion from the use of rate capping within the following categories:*

- \* Current leveling of premiums to account for historical rate changes*
- \* Analysis of individual rating variables*
- \* Premium Trend exhibits and selections*
- \* Expenses that are divided by Earned or Written premium in the calculation of expense provisions*

### **Changed Items:**

State:	Indiana	First Filing Company:	The Farmers Automobile Insurance Association, ...
TOI/Sub-TOI:	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
Product Name:	PPA		
Project Name/Number:	PPA Revision/P-12-230 IN & F-12-66 IN		

Supporting Document Schedule Item Changes	
Satisfied - Item:	Response to Objection
Comments:	
Attachment(s):	
Indiana Response.pdf	
Indiana PPA Rate Capping Objection Response 2012-06.pdf	
<i>Previous Version</i>	
<i>Satisfied - Item:</i>	<i>Response to Objection</i>
<i>Comments:</i>	
<i>Attachment(s):</i>	
<i>Indiana Response.pdf</i>	

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

**Conclusion:**

Sincerely,  
Mark Galvin

<b>SERFF Tracking #:</b>	PKNS-128713741	<b>State Tracking #:</b>		<b>Company Tracking #:</b>	P-12-230 IN & F-12-66 IN
<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...		
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)				
<b>Product Name:</b>	PPA				
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN				

## Response Letter

Response Letter Status	Submitted to State
Response Letter Date	11/07/2012
Submitted Date	11/07/2012

Dear Richard Lash,

### Introduction:

### Response 1

#### Comments:

See response compiled by our Actuarial Staff.

### Related Objection 1

Comments: Per IC 27-1-22-3 Rates shall not be excessive, inadequate or unfairly discriminatory

The overall proposed rate change of +4% exceeds the overall indicated rate change of +2.94%. This difference is accumulating \$250,000 in additional premium from Indiana policyholders that has not been actuarially supported. From the Department's perspective, this amount is material. Please provide additional support or consider reducing the overall rate change submitted to be within the bounds of the indication.

### Changed Items:

Supporting Document Schedule Item Changes	
Satisfied - Item:	Response to Objection
Comments:	
Attachment(s):	
Indiana Response.pdf	

No Form Schedule items changed.

No Rate/Rule Schedule items changed.

### Conclusion:

Sincerely,  
Mark Galvin

<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	PPA		
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN		

## Amendment Letter

Submitted Date: 01/09/2013

Comments:

Form 4022 (03-13) Comprehensive Increased Transportation Expenses has been revised because of an error in Section 2.B.2.b.. "\$40 per day up to a maximum of \$1,200." has been corrected to read, "\$50 per day up to a maximum of \$1,500."

Changed Items:

### Form Schedule Item Changes:

Form Schedule Item Changes									
Item No.	Form Name	Form Number	Edition Date	Form Type	Form Action	Action Specific Data	Readability Score	Attachments	Submitted
1	COMPREHENSIVE INCREASED TRANSPORTATION EXPENSES	4022	03-13	END	Replaced	Replaced Form #:PP 03 02 Previous Filing #:	72.700	4022.pdf	Date Submitted: 01/09/2013 By:
<i>Previous Version</i>									
1	COMPREHENSIVE INCREASED TRANSPORTATION EXPENSES	4022	11-12	END	Replaced	Replaced Form #:PP 03 02 Previous Filing #:	72.700	4022.pdf	Date Submitted: 10/10/2012 By: Mark Galvin

No Rate Schedule Items Changed.

No Supporting Documents Changed.

<b>SERFF Tracking #:</b>	PKNS-128713741	<b>State Tracking #:</b>		<b>Company Tracking #:</b>	P-12-230 IN & F-12-66 IN
<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...		
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)				
<b>Product Name:</b>	PPA				
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN				

## Amendment Letter

Submitted Date: 10/12/2012

Comments:

Added Side-by-Side Comparison of Revisions.

Changed Items:

*No Form Schedule Items Changed.*

*No Rate Schedule Items Changed.*

Supporting Document Schedule Item Changes	
Satisfied - Item:	Side-by-Side Comparison of Revisions
Comments:	
Attachment(s):	
Indiana PPA Board Proposal 11 12.pdf	

<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	PPA		
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN		

## Form Schedule

Item No.	Schedule Item Status	Form Name	Form Number	Edition Date	Form Type	Form Action	Action Specific Data		Readability Score	Attachments
1		REPLACEMENT COST FOR MECHANICAL PARTS -HYBRID TYPE VEHICLES	4021	11-12	END	New			50.300	4021.pdf
2		COMPREHENSIVE INCREASED TRANSPORTATION EXPENSES	4022	03-13	END	Replaced	Previous Filing Number:		72.700	4022.pdf
							Replaced Form Number:	PP 03 02		
3		YOUNG ADULT PROTECTION PLUS	4023	11-12	END	New			62.300	4023.pdf

### Form Type Legend:

<b>ABE</b>	Application/Binder/Enrollment	<b>ADV</b>	Advertising
<b>BND</b>	Bond	<b>CER</b>	Certificate
<b>CNR</b>	Canc/NonRen Notice	<b>DEC</b>	Declarations/Schedule
<b>DSC</b>	Disclosure/Notice	<b>END</b>	Endorsement/Amendment/Conditions
<b>ERS</b>	Election/Rejection/Supplemental Applications	<b>OTH</b>	Other



THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

## **REPLACEMENT COST FOR MECHANICAL PARTS - HYBRID TYPE VEHICLES**

### **Part D - Coverage For Damage To Your Auto**

When there is a covered loss to a "your covered auto" described in the Declarations for which a specific premium charge indicates that Replacement Cost For Mechanical Parts coverage is afforded, Part **D** is amended as follows:

#### **INSURING AGREEMENT**

The following definition is added:

"Mechanical parts" means operational parts on a vehicle that wear out over time or have a finite life or duration typically shorter than the life of the vehicle as a whole. This does not include external body parts, tires, wheels, paint or windshields and other glass.

### **LIMIT OF LIABILITY**

With respect to coverage provided for "mechanical parts" the Limit of Liability Provision is replaced by the following:

Our limit of liability for loss to "mechanical parts" will be the amount necessary to repair or replace the "mechanical parts" with other "mechanical parts" of like kind and quality, without deduction for depreciation or betterment.

All other policy provisions apply.

**FARMERS AUTOMOBILE INSURANCE ASSOCIATION  
PEKIN INSURANCE COMPANY**

## COMPREHENSIVE INCREASED TRANSPORTATION EXPENSES

[illegible]

When there is a covered loss to a "your covered auto" described in the Schedule or in the Declarations for which a specific premium charge indicates that Comprehensive Increased Transportation Expenses coverage is afforded, or to a "non-owned auto", Part **D** - Coverage For Damage To Your Auto is amended as follows:

Coverage for Transportation Expenses provided under Part D of this policy is increased to the limits shown in the Schedule or in the Declarations.

## PART D - COVERAGE FOR DAMAGE TO YOUR AUTO

The following paragraphs are added:

1. We cover "diminution in value" due to a covered loss for rented vehicles for which there is a written, signed rental agreement obligating the "insured" to pay for such damage and for which the "insured" is legally obligated to pay as

recognized by applicable state statutes. The "diminution in value" must be proven and evidenced to support the claim for inherent damages.

2. We provide coverage for damages resulting from "collision" for which the "insured" is legally liable, subject to the broadest coverage provided in the Declarations for Collision Coverage, caused by the valet parking of a rented auto.

#### **B. TRANSPORTATION EXPENSES**

Paragraph **A.2.** is replaced by the following:

2. Expenses for which you become legally responsible in the event of a loss to a "non-owned" auto. We will pay for such expenses if the loss is caused by:
  - a. Other than "collision" only if the Declarations indicate that Other Than Collision coverage is provided for any "your covered auto".
  - b. "Collision" only if the Declarations indicate that Collision coverage is provided for any "your covered auto".

However, the most we will pay for any expenses for loss of use is \$50 per day up to a maximum of \$1,500.

No one will be entitled to receive duplicate payments for the same elements of loss under this coverage and any other source of recovery applicable to the loss.

#### **C. EXCLUSIONS**

In order to provide Collision Coverage for damage resulting from valet parking of a rented auto, **Exclusion 11.** is deleted and replaced by the following:

11. Loss to any "non-owned auto" being maintained or used by any person while employed or otherwise engaged in the "business" of:

- a. Selling;
- b. Repairing;
- c. Servicing; or
- d. Storing;

vehicles designed for use on public highways. This includes road testing and delivery.

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

## YOUNG ADULT PROTECTION PLUS

### I. PERSONAL PROPERTY COVERAGE

#### A. PROPERTY COVERED

We will pay up to \$5,000 for Personal Property owned or used by "you", while it is anywhere in the world.

#### B. PROPERTY NOT COVERED

We do not cover:

1. Accounts, bills, currency, deeds, evidences of debt, letters of credit, passports, documents, money, notes, securities, transportation or other tickets;
2. Animals, contact lenses, artificial teeth or limbs;
3. Hovercraft, motors, motor vehicles, watercraft and other conveyances including their accessories, equipment and parts;
4. Merchandise for sale or exhibition;
5. Property used primarily for business purposes;
6. Salesperson's samples;
7. Contraband or property in the course of illegal transportation or trade;
8. Any property specifically or otherwise insured; or
9. Property in the custody of students while in fraternity or sorority houses, dormitories or on the premises of education institutions.

#### C. PERILS INSURED AGAINST

We insure against risk of direct physical loss to covered property.

We do not insure the following:

1. Loss caused by wear and tear, deterioration, inherent vice or any quality in property that causes it to damage or destroy itself;
2. Loss caused by insects or vermin;
3. Loss caused by or resulting from work done to or handling the property; or
4. Breakage of fragile articles unless caused by:
  - a. A vehicle accident;

b. A fire; or

c. A thief.

#### D. LIMITATIONS OF CERTAIN PERSONAL PROPERTY

We cover the following personal property for a maximum of \$500, subject to a limit of \$100 on any one such article:

1. Jewelry, watches, articles consisting in whole or in part of silver, gold or platinum.
2. Furs or articles trimmed with or consisting principally of furs.

#### E. LOSS SETTLEMENT

Coverage is provided on an actual cash value basis, subject to depreciation.

#### F. SPECIAL DEDUCTIBLE

We will pay only that part of the loss that exceeds \$250.

### 2. ACCIDENTAL DEATH BENEFIT

Under **Part B - Medical Payments Coverage, Limit of Liability**, the following paragraph is added:

If an "insured" dies within three years of an accident because of injury sustained in the accident, we will pay to the surviving kin or legal representative the unused portion of the applicable Medical Payments Coverage Limit of Liability and an additional \$10,000 for each such death.

### 3. TRIP INTERRUPTION COVERAGE

#### A. INSURING AGREEMENT

With respect to "your covered auto" shown in the Declarations, we will pay, without application of a deductible, up to \$200 per day subject to a maximum limit of \$600 for:

1. Transportation expenses incurred by "you" in the event of a mechanical or electrical breakdown of "your covered auto"; and
2. Expenses incurred by "you" for lodging and meals in the event of:
  - a. Direct and accidental loss to "your covered auto" caused by "collision" or other than "collision"; or

- b. Mechanical or electrical breakdown of "your covered auto".

This coverage applies only if the loss to, or mechanical or electrical breakdown of, "your covered auto" occurs more than 100 miles from home.

#### **B. LIMIT OF LIABILITY**

1. Our payment for Trip Interruption coverage will be limited to that period of time reasonably required to:
  - a. Resume travel under a prearranged itinerary; or
  - b. Return home.
2. No one will be entitled to receive duplicate payments for the same elements of loss under this coverage and Part **D** of the policy.

#### **C. OTHER SOURCES OF RECOVERY**

Any insurance we provide with respect to Trip Interruption coverage shall be excess over any other collectible source of recovery including but not limited to:

1. Any coverage provided by:
  - a. Vehicle warranties;
  - b. Automobile clubs; or
  - c. Mechanical breakdown or similar plans; or
2. Any other source of recovery applicable to the loss.

#### **4. ADDITIONAL TOWING AND LABOR EXPENSE COVERAGE**

We will pay up to \$250, towing and labor costs incurred each time "your covered auto" or any "non-owned auto" is disabled. This coverage is in addition to the \$100 of coverage provided under Towing and Labor Expense coverage in the policy, if shown in the Declarations. If the Declarations does not indicate any Towing and Labor expense coverage, then the \$250 limit will still apply.

If a "non-owned auto" is disabled, we will provide the broadest Towing and Labor Expense coverage available to any "your covered auto" shown in the Declarations. We will only pay for labor performed at the place of disablement.

#### **5. ACCIDENTAL AIRBAG DEPLOYMENT COVERAGE**

We will pay, up to a total of \$1,000 per occurrence, for the necessary repairs resulting from the accidental and unintended deployment of a factory installed airbag in "your covered auto". This coverage does not apply to a "non-owned auto".

Any insurance we provided shall be excess over any other collectible insurance or warranty contract providing payments for this covered loss.

#### **6. FIRE DEPARTMENT SERVICE CHARGE COVERAGE**

We will pay, up to \$250, for expenses "you" incur when the fire department is called and responds to a covered loss involving "your covered auto".

#### **7. KEY REPLACEMENT COVERAGE**

We will pay the reasonable expense incurred by "you" to replace automobile keys or automobile keyless entry transmitters if they become lost or stolen. This coverage does not apply to re-keying or replacing automobile locks. Our limit of liability for this coverage shall not exceed \$500 for any one occurrence.

#### **8. ENHANCED COVERAGE FOR THE USE OF RENTAL CARS**

##### **PART D - COVERAGE FOR DAMAGE TO YOUR AUTO**

#### **A. INSURING AGREEMENT**

The following paragraphs are added:

1. We cover "diminution in value" due to a covered loss for rented vehicles for which there is a written, signed rental agreement obligating the "insured" to pay for such damage and for which the "insured" is legally obligated to pay as recognized by applicable state statutes. The "diminution in value" must be proven and evidenced to support the claim for inherent damages.
2. We provide coverage for damages resulting from "collision" for which the "insured" is legally liable, subject to the broadest coverage provided in the Declarations for Collision Coverage, caused by the valet parking of a rented auto.

## B. TRANSPORTATION EXPENSES

Paragraph **A.2.** is replaced by the following:

2. Expenses for which you become legally responsible in the event of a loss to a "non-owned" auto. We will pay for such expenses if the loss is caused by:
  - a. Other than "collision" only if the Declarations indicate that Other Than Collision coverage is provided for any "your covered auto".
  - b. "Collision" only if the Declarations indicate that Collision coverage is provided for any "your covered auto".

However, the most we will pay for any expenses for loss of use is \$40 per day up to a maximum of \$1,200.

## C. EXCLUSIONS

In order to provide Collision Coverage for damage resulting from valet parking of a rented auto, **Exclusion 11.** is deleted and replaced by the following:

11. Loss to any "non-owned auto" being maintained or used by any person while employed or otherwise engaged in the "business" of:
  - a. Selling;
  - b. Repairing;
  - c. Servicing; or
  - d. Storing;vehicles designed for use on public highways. This includes road testing and delivery.

## 9. TIRE PROTECTION COVERAGE

### PART D - COVERAGE FOR DAMAGE TO YOUR AUTO

#### A. INSURING AGREEMENT

The following paragraphs are added:

1. With respect to "your covered auto" shown in the Declarations or any "non-owned auto", we will pay, without application of a deductible, for repair to or replacement of a tire as a result of "road hazard damage".

2. "Road hazard damage" means damage that occurs when a tire fails as a result of a puncture, bruise or impact incurred during the course of normal driving on a maintained road or paved surface.

## B. EXCLUSIONS

Exclusion **2.d.** is deleted.

The following exclusions are added:

There is no coverage under this endorsement for:

1. Manufacturer defects;
2. Off-road use, vehicle accident or collision, fire, vandalism, theft or curb damage;
3. Retreaded, recapped, regrooved, remolded or tubed tires;
4. Tire Pressure Monitoring Systems and/or components associated with Tire Pressure Monitoring Systems;
5. Motor homes, travel trailers, service/utility trailers, motorcycles, golf carts, dune buggies, or all-terrain vehicles;
6. Tires with less than 3/32 of an inch of tread; or
7. Abuse or neglect.

## C. LIMIT OF LIABILITY

1. If the tire can be safely repaired, the most we will pay is \$50 per tire.
2. If the tire cannot be safely repaired, the most we will pay is \$500 per tire for any one replacement. Replacement includes cost of the tire, incidental parts, labor, sales tax, mounting, disposal and balancing.
3. Replacement will be limited to a tire of like kind or quality.

## D. OTHER SOURCES OF RECOVERY

Any insurance we provide with respect to Tire Protection coverage shall be excess over any other collectible sources of recovery including but not limited to:

1. Any coverage provided by:
  - a. Warranties;
  - b. Automobile clubs; or
  - c. Mechanical breakdown or similar plans; or

2. Any other source of recovery applicable to the loss.

#### **10. WAIVER OF DEDUCTIBLE - COLLISION AND UNINSURED MOTORISTS PROPERTY DAMAGE**

We will waive the deductible for "Collision" and Uninsured Motorists Property Damage (if applicable) if:

- A. The loss involves an identifiable uninsured motorist who is at least 50% at fault; or
- B. Your vehicle is legally parked and struck by a hit-and-run driver.

#### **11. PET COVERAGE**

##### **A. INSURING AGREEMENT**

1. "Pet" as used in this Part means: A cat or dog owned by "you" or a "family member" while "occupying" "your covered auto".
2. If a "pet" is injured, dies or requires necessary or veterinary recommended euthanasia as a result of the collision of "your covered auto", we will pay reasonable and necessary medical expenses incurred for the:
  - a. Care;
  - b. Recovery; and
  - c. Necessary or veterinary recommended euthanasia.
3. A "pet's" injury must be discovered, treated and reported to us within 30 days of the occurrence. We will pay only those medical expenses incurred within one year from the date of the accident.
4. We will pay for the "pet's replacement" if a "pet" dies or requires necessary or veterinary recommended euthanasia.
5. "Pet's replacement" as used in this Part means:

The monetary cost incurred to replace a "pet", that is deceased, with another cat or dog of similar kind and quality. This does not include any cost for:

  - a. Veterinary care or services for the new "pet";
  - b. Training of the new "pet"; or
  - c. Any other expenses incurred after the initial purchase of the new "pet".

##### **B. EXCLUSIONS**

We do not provide Pet Coverage for injury or death of a "pet":

1. Resulting from or arising out of an intentional act of "you" or a "family member".
2. Sustained while "occupying" "your covered auto" when it is being used to carry persons or property for a fee. This exclusion (2) does not apply to a share-the-expense car pool.
3. Sustained while "occupying" or when struck by, any auto (other than "your covered auto") which is:
  - a. Owned by "you";
  - b. Furnished or available for "your" regular use;
  - c. Owned by any "family member"; or
  - d. Furnished or available for the regular use of any "family member".
4. While "occupying" any vehicle located for use as a residence or premises.
5. Caused by or as a consequence of:
  - a. Discharge of a nuclear weapon (even if accidentally);
  - b. War (declared or undeclared);
  - c. Civil War;
  - d. Insurrection; or
  - e. Rebellion or revolution.
6. From or as a consequence of the following, whether controlled or uncontrolled or however caused:
  - a. Nuclear reaction;
  - b. Radiation; or
  - c. Radioactive contamination.
7. While "occupying" any vehicle:
  - a. Preparing for;
  - b. Practicing for; or
  - c. Participating in any prearranged racing, speed or demolition contest.

##### **C. LIMIT OF LIABILITY**

The most "we" will pay in any one occurrence, regardless of the number of pets, will not be more than \$1,000 for the treatment or replacement of "your" injured "pet".

#### **D. OTHER SOURCES OF RECOVERY**

If "we" make a payment under this coverage and the person to or for whom payment is made has a right to recover damages from another, "we" will be entitled to that right. That person shall do everything necessary to transfer that right to "us" and shall do nothing to prejudice it.

#### **E. DUTIES AFTER A LOSS**

At "our" request "you" or a "family member" must authorize "us" to obtain veterinary and other records which pertain to the "pet's" injury. "You" must allow the "pet", at our expense, to be examined by veterinarians "we" select as often as "we" reasonably require.

### **12. IDENTITY FRAUD EXPENSE COVERAGE**

#### **A. DEFINITIONS**

With respect to the provisions of this coverage only, the following limitations are added:

1. "Identity fraud" means the act of knowingly transferring or using, without lawful authority, a means of identification of an "insured" with the intent to commit, or to aid or abet another to commit, any unlawful activity that constitutes a violation of federal law or a felony under any applicable state or local law.
2. "Expenses" means:
  - a. Costs for notarizing affidavits or similar documents attesting to fraud required by financial institutions or similar credit grantors or credit agencies.
  - b. Costs for certified mail to law enforcement agencies, credit agencies, financial institutions or similar credit grantors.
  - c. Lost income resulting from time taken off work to complete fraud affidavits, meet with or talk to law enforcement agencies, credit agencies and/or legal counsel, up to a maximum payment of \$200 per day. Total payment for lost income is not to exceed \$5,000.
  - d. Loan application fees for re-applying for a loan or loans when the original application is

rejected solely because the lender received incorrect credit information.

- e. Reasonable attorney fees incurred as a result of "identity fraud" to:
  - (1) Defend lawsuits brought against an "insured" by merchants, financial institutions or their collection agencies;
  - (2) Remove any criminal or civil judgments wrongfully entered against an "insured"; and
  - (3) Challenge the accuracy or completeness of any information in a consumer credit report.
- f. Charges incurred for long distance telephone calls to merchants, law enforcement agencies, financial institutions or similar credit grantors, or credit agencies to report or discuss an actual "identity fraud".

#### **B. IDENTITY FRAUD EXPENSE**

We will pay up to \$15,000 for "expenses" incurred by an "insured" as the direct result of any one "identity fraud" first discovered or learned of during the policy period.

Any act or series of acts committed by one or more persons, or in which such person or persons are aiding or abetting others against an "insured", is considered to be one "identity fraud", even if a series of acts continues into a subsequent policy period.

This coverage is additional insurance.

#### **C. EXCLUSIONS**

The following additional exclusions apply to this coverage:

We do not cover:

1. Loss arising out of or in connection with a "business".
2. "Expenses" incurred due to any fraudulent, dishonest or criminal act by an "insured" or any person aiding or abetting an "insured", or by any authorized representative of an "insured", whether acting alone or in collusion with others.
3. Loss other than "expenses".



**D. SPECIAL DEDUCTIBLE**

We will pay only that part of the loss that exceeds \$250. No other deductible applies to "identity fraud" expense coverage.

**E. SECTION I - CONDITION**

**B. Duties After Loss**

The following is added:

Send to us, within 60 days after our request receipts, bills or other records that support your claim for "expenses" under "identity fraud" coverage.

No deductible applies to any provision of this endorsement, unless otherwise specified.

All other policy provisions apply.

**THE FARMERS AUTOMOBILE INSURANCE ASSOCIATION  
PEKIN INSURANCE COMPANY**

<b>SERFF Tracking #:</b>	PKNS-128713741	<b>State Tracking #:</b>		<b>Company Tracking #:</b>	P-12-230 IN & F-12-66 IN
<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...		
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)				
<b>Product Name:</b>	PPA				
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN				

## Rate Information

Rate data applies to filing.

<b>Filing Method:</b>	File & Use
<b>Rate Change Type:</b>	Increase
<b>Overall Percentage of Last Rate Revision:</b>	2.900%
<b>Effective Date of Last Rate Revision:</b>	11/14/2011
<b>Filing Method of Last Filing:</b>	File & Use

## Company Rate Information

<b>Company Name:</b>	<b>Overall % Indicated Change:</b>	<b>Overall % Rate Impact:</b>	<b>Written Premium Change for this Program:</b>	<b># of Policy Holders Affected for this Program:</b>	<b>Written Premium for this Program:</b>	<b>Maximum % Change (where req'd):</b>	<b>Minimum % Change (where req'd):</b>
The Farmers Automobile Insurance Association	2.700%	3.930%	\$894,894	22,065	\$22,724,284	35.000%	-22.000%
Pekin Insurance Company	6.100%	4.200%	\$71,040	1,426	\$1,710,743	30.000%	-23.000%

<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	PPA		
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN		

## Rate/Rule Schedule

Item No.	Schedule Item Status	Exhibit Name	Rule # or Page #	Rate Action	Previous State Filing Number	Attachments
1		Manual pages	General Rules-Auto 1, 3-7; VIP-Auto Rules 2,4-5; Preferred-Auto Rules 2-4; Crossroads-Auto Rules 1,3,5,6; Rating Pages 1,3-9,12-26; Endorsements 1-3	Replacement		IN-Auto(11-12)FILE.pdf

## GENERAL RULES

### 1. PERSONAL AUTO POLICY

The Personal Auto Policy is designed to provide protection for resident individuals and families arising out of the ownership, maintenance or use of private passenger, farm or utility vehicles, trailers designed for use with private passenger autos and miscellaneous type vehicles.

### 2. TYPES OF AUTOS

A Private Passenger Automobile means a four wheel private passenger auto, pickup truck or van. It also includes motorhomes, travel trailers and utility trailers.

**Note:** This does not include box vans, flat beds, stake beds or vehicles over 1 ton.

### 3. TYPES OF COVERAGE

#### A. BODILY INJURY LIABILITY

Covers the liability imposed upon the insured by law for damages including damages for care and loss of services, because of bodily harm, sickness or disease, including death that results, sustained by any person or persons, caused by an occurrence and arising out of the ownership, maintenance, or use of the insured automobile or certain non-owned automobiles.

#### B. PROPERTY DAMAGE LIABILITY

Covers the liability imposed upon the insured by law for damages because of injury to, destruction of, or loss of use of tangible property, caused by an occurrence and arising out of the ownership, maintenance or use of the insured automobile or certain non-owned automobiles.

#### C. MEDICAL PAYMENTS

This coverage will pay all reasonable necessary expenses incurred within three years from the date of the accident.

The persons covered include the named insured, any family member, or other persons occupying your covered automobile.

#### D. COMPREHENSIVE & EMERGENCY ROAD SERVICE (TOWING & LABOR)

Pays for loss or damage to the automobile caused by Other Than Collision. Comprehensive can be written for full coverage or with a deductible. The Crossroads Program requires a minimum \$250 deductible.

This coverage includes emergency road service coverage of \$100, with the deductible not being applied to the emergency road service.

In addition, Roadside Rescue, a program for handling emergency roadside service claims, is available 24 hours a day, seven days a week by contacting the Claim Call Center. There is no additional charge for this service.

### E. COLLISION

Covers direct and accidental loss of or damage to the automobile caused by collision of the automobile with another object or by upset of the automobile. Collision is written on a deductible basis, the insured paying all losses up to a specified amount called the deductible. The Crossroads Program requires a minimum \$500 deductible.

If the loss is caused by Collision with another vehicle insured by Farmers Automobile Insurance Association or Pekin Insurance Company, the lowest Collision deductible of the vehicles involved will apply.

### F. UNINSURED/UNDERINSURED MOTORIST COVERAGE

Protects the policyholder from financial loss caused by an accident with an uninsured or underinsured negligent motorist for damage because of bodily injury, sickness or disease.

## 4. ENDORSEMENTS

### A. \$0 DEDUCTIBLE ON GLASS CLAIMS ENDORSEMENT 1609

This endorsement can be added to any vehicle with Comprehensive coverage and will waive any deductible that would otherwise apply to glass claims.

This endorsement does not apply to motorhomes, all trailers, and all classic autos and antique vehicles.

This endorsement is not available in the Crossroads Program.

See Base Rates and Limits Factors in the Rating Section.

### B. ACCIDENTAL DEATH BENEFIT ENDORSEMENT 1614

This endorsement provides coverage if an "insured" dies within three years of an accident because of injury sustained in the accident.

Coverage is only available on units with Medical Payments coverage.

See Endorsement Section for Rate.

This endorsement can be included on a new auto policy if the coverage has been provided on the insured's prior policy.

See Endorsement Section for Rate.

**F. COMPREHENSIVE INCREASED  
TRANSPORTATION EXPENSE  
ENDORSEMENT 4022**

This coverage reimburses the insured for rental of a substitute vehicle because of the disablement of an owned private passenger automobile caused by a Collision or Comprehensive loss. The policy provides \$20 for any one day up to a maximum of \$600 for any one period. This limit may be increased. Our payment is limited to the lesser of the following amounts:

1. The necessary and actual expenses incurred; or
2. A maximum payment of \$50 for any one day or \$1,500 for any one period.

This endorsement also provides enhanced coverage for the use of rental cars as follows:

1. Coverage for diminution in value of a rental vehicle.
2. Coverage for loss of use of a rental vehicle.
3. Coverage for damage resulting from valet parking of a rental vehicle.

Coverage is only available on units with Comprehensive and/or Collision coverage.

See Endorsement Section for Rate.

**G. EXCESS CUSTOM EQUIPMENT COVERAGE  
ENDORSEMENT PP 03 18**

Coverage for original manufacturer custom equipment is automatically provided for any vehicle when Comprehensive and/or Collision coverage is afforded.

Coverage for aftermarket custom equipment is automatically provided for any vehicle up to \$1,500, without additional premium charge, when Comprehensive and/or Collision coverage is afforded. This limit may be increased.

See Endorsement Section for Rate.

**H. EXCESS ELECTRONIC EQUIPMENT  
ENDORSEMENT PP 03 13**

The physical damage section of the policy provides \$1,000 for certain electronic equipment which is permanently installed in locations not used by the vehicle manufacturer for installation of such equipment. This limit may be increased.

If this endorsement is purchased, additional coverage of \$200 for tapes, records, discs and other media applies at no additional charge.

Coverage is only available on units with Comprehensive and/or Collision coverage.

See Endorsement Section for Rate.

**I. EXTENDED NON-OWNER COVERAGE –  
VEHICLE FURNISHED OR AVAILABLE  
FOR REGULAR USE  
ENDORSEMENT PP 03 06**

This endorsement will provide coverage for Bodily Injury, Property Damage, and Medical Payments, at the same limits on the policy, for an automobile furnished for the regular use of the named insured.

See Endorsement Section for Rate.

**J. MISCELLANEOUS TYPE VEHICLE  
(MOTORHOMES)  
ENDORSEMENT 1530**

This endorsement attaches to all motorhomes and excludes liability, medical payments, and physical damage coverage on the motorhome when rented or leased to others. It also excludes physical damage coverage in the event the motorhome is fraudulently acquired by any person or organization while it is in their care.

**K. MISCELLANEOUS TYPE VEHICLE  
ENDORSEMENT 1531**

Coverage for miscellaneous type vehicles may be provided by the addition of this endorsement.

**L. NAMED INSURED'S EXTENSION OF  
COVERAGE  
ENDORSEMENT 1572**

Many insureds want higher Bodily Injury and Property Damage liability limits than those that are provided on a policy insuring a car owned by or principally operated by a son or daughter of the insured or some other relative resident in the insured's household.

This endorsement will provide the insured with full limits under his Personal Auto Policy covering his personal car:

1. While driving the car owned or principally operated by a son or daughter or other relative resident of the insured's household; or
2. For liability which may accrue to them personally for the use of such car by the son or daughter or other relative member of the insured's household.

One requirement of the endorsement is that the automobile owned or principally operated by a son or daughter or relative be covered by a policy of insurance affording Bodily Injury and Property Damage liability. The automobile with lower limits than those desired by the insured can be owned by the insured, but furnished for the regular use of a son or daughter or other relative members of the insured's household.

See Endorsement Section for Rate.

#### **M. NAMED NON-OWNER ENDORSEMENT PP 03 22**

This coverage may be written for the named operator and spouse, if a resident of the same household, for accidents occurring while the named operator or spouse is driving or riding in any private passenger automobile except:

1. A private passenger automobile registered in the name of, or owned by, the named operator or spouse; or
2. A private passenger automobile used as a public livery conveyance.

This coverage provides Bodily Injury, Property Damage, Medical Payments, and Uninsured/Underinsured Motorists coverage when there is no policy on an owned automobile that could be endorsed for this exposure with the Use of Other Autos endorsement.

This coverage must be written on an annual term in the Preferred Program.

See Endorsement Section for Rate.

#### **N. REPLACEMENT COST COVERAGE ON NEW AUTOS ENDORSEMENT 1607**

This endorsement provides replacement cost coverage for a covered auto which has been declared a total loss.

This endorsement is allowed on a newly purchased auto insured for Comprehensive and Collision coverage. A newly purchased auto is defined as a private passenger auto, pickup or van of the current or immediately prior model year. When the vehicle is purchased by the named insured or spouse it must have fewer than 5,000 miles on the odometer.

Comprehensive and Collision coverage must be maintained continuously on the vehicle. If this endorsement is removed from the vehicle, it will not be available at a later date.

The coverage will apply for 36 months following the addition of the vehicle to the policy. The endorsement will be removed on the first renewal immediately following this 36-month period.

Coverage cannot be bound on any auto with a purchase price of \$75,000 or more.

See Endorsement Section for Rate.

#### **O. REPLACEMENT COST FOR MECHANICAL PARTS – HYBRID TYPE VEHICLES ENDORSEMENT 4021**

This endorsement applies to hybrid type vehicles.

The endorsement provides replacement coverage for mechanical parts on a covered auto.

Mechanical parts are operational parts that wear out over time or have a finite life or duration typically shorter than the life of the vehicles as a whole. Mechanical parts do not include external body parts, tires, wheels, paint or windshields or other glass.

Comprehensive and Collision must be maintained on the vehicle.

See Endorsement Section for Rate.

**P. UNINSURED MOTORIST PROPERTY DAMAGE  
ENDORSEMENT PP 04 69**

Protects the policyholder from financial loss caused by an accident with an uninsured motorist for damage to property.

See Rate in Rating Section.

**Q. YOUNG ADULT PROTECTION PLUS  
ENDORSEMENT 4023**

This endorsement provides the following coverages:

1. Personal Property Coverage \$5,000.
2. Accidental Death Benefit \$10,000.
3. Accidental Airbag Deployment \$1,000.
4. Additional Towing & Labor Expense Coverage \$250.
5. Trip Interruption \$200 per day, \$600 per occurrence.
6. Fire Department Service Charge \$250.
7. Enhanced Coverage for the use of rental vehicles:
  - a. Coverage for diminution in value of a rental vehicle.
  - b. Coverage for loss of use of a rental vehicle.
  - c. Coverage for damage resulting from valet parking of a rental vehicle.
8. Key Replacement Coverage \$500.
9. Pet Coverage \$1,000
  - a. Coverage is provided for reasonable medical expenses incurred for the care, recovery, and necessary or veterinary recommended euthanasia of a cat or dog owned by you or a family member as a result of the collision of your covered auto.
  - b. A pet's injury must be discovered, treated, and reported to us within 30 days of the collision.
  - c. Coverage is provided for the pet's replacement if a pet dies or requires necessary or veterinary recommended euthanasia if caused as a result of the collision of your auto.

However, this does not include any cost for veterinary care or services, training, or any other expenses incurred after the initial purchase of the new pet.

**10. Tire Protection Coverage \$50**

Repair/\$500 Replacement

Coverage is provided for the repair or replacement of a tire due to failure as a result of a puncture, bruise or impact during the course of normal driving on a maintained road or paved surface.

**11. Deductible Waiver**

The Collision or Uninsured Motorists Property Damage deductible is waived if:

- a. the loss involves an identifiable uninsured motorist who is at least 50% at fault; or
- b. your vehicle is legally parked and struck by a hit-and-run driver.

**12. Identity Fraud Expense Coverage \$15,000.**

This endorsement must be applied to all units except motorhomes and all trailers on the policy. At least one vehicle must have physical damage coverage.

See Endorsement Section for Rate.

**5. ANTIQUE AUTOS –  
LIABILITY & PHYSICAL DAMAGE**

Any automobile over 25 years old which is classified and rated as a private passenger automobile maintained solely for use in exhibitions, club activities, parades and other functions of public interest, and occasionally for other purposes may be insured at a reduced rate as an Antique auto.

For Antique vehicles with a value of \$10,000 or less, a photo and an appraisal or a statement from a car dealer or documentation from an Antique Vehicle value guide are required. For Antique vehicles with a value over \$10,000, a picture and appraisal are required. An appraisal must be done by a qualified appraiser, auto repair shop or body shop.



## 6. CLASSIC AUTO – PHYSICAL DAMAGE

Comprehensive and Collision coverage may be written on private passenger vehicles that are over 15 years old and have increased in value because of limited availability, proper maintenance and/or alteration.

The maximum amount recoverable shall not exceed the least of:

1. The stated amount;
2. The actual cash value; or
3. The cost to repair or replace.

For Classic vehicles with a value of \$10,000 or less, a photo and an appraisal or a statement from a car dealer or documentation from a Classic Vehicle value guide are required. For Classic vehicles with a value over \$10,000, a picture and appraisal are required. An appraisal must be done by a qualified appraiser, auto repair shop or body shop.

## 7. RATE DETERMINATION

Rate is determined in accordance with the private passenger rating factor, the territory in which the auto will be principally garaged, any applicable surcharges, auto symbol, and any applicable discounts.

### A. RATING TERRITORY

The rate for an automobile is the rate for the manual territory in which the auto is principally garaged. Refer to the Territories section of the manual.

### B. TERMS AVAILABLE

All policies will be written for an annual term.

### C. SYMBOLS

The symbols will be assigned from the Symbol Manual. The year of the chassis shall determine the model year.

#### 1. Liability and Medical Payments Symbols

If the symbol for the vehicle is not available, use a rating factor of 1.00.

#### 2. Physical Damage Symbols

Symbols for new model year vehicles which are a continuation of a previous year model, for which a symbol is not yet available, will be based upon that vehicle's symbol from the previous model year.

Symbols for vehicles being manufactured or imported for the first time will be based upon the price/symbol chart in the Symbol Manual. Symbols for any other vehicles not shown will also be based upon the price/symbol chart.

Any vehicle that has a value in excess of \$75,000 or any specially equipped or furnished van should be referred to the company prior to binding.

## D. ROUNDING RULE

The rate for each coverage is rounded to the nearest \$.10 throughout each rating sequence until the final step.

Example – \$.55 rounds to \$.60

\$.54 rounds to \$.50

The rate for each coverage is rounded to the nearest \$1.00 as the final step of each rating sequence.

Example – \$10.49 rounds to \$10.00

\$10.50 rounds to \$11.00

## 8. WAIVED PREMIUMS

Additional or return premium, due to a change on a policy, shall not be charged or refunded when such premium does not exceed \$5.00, except that actual return premium of \$5.00 or less shall be allowed at the request of the insured.

## 9. CANCELLATION

All cancellation of policies or a form of coverage whether or not at the request of the insured or by the Company shall be pro rata.

## 10. EXTENDED RENEWAL PREMIUM PAYMENT PERIOD

All renewal premiums are due and payable on or before 12:01 A.M. on the first day of each policy period. If the premium is received at the Home Office in Pekin, Illinois, or by an authorized representative of the company on or before the 20th day following the first day of each policy period, the policy shall remain in full force. If the premium is not paid when due or within the 20 day extended period, the coverage under the policy shall cease at 12:01 A.M. on the 1st day of each policy period.



## **I 11. RENEWAL PREMIUM CAPPING**

I Renewal Premium Capping is designed to limit  
I total policy premium increase at each renewal.

I Premium will be calculated by rating the policy  
I using all information as of the renewal date at both  
I the expiring and renewing rates. The final premium  
I charged will be capped such that the change from  
I the expiring rate calculation to the renewing rate  
I calculation will not exceed +15%.

I Included in the calculation will be any credits,  
I debits, discounts, and surcharges applicable at  
I renewal.

1. It is for speeding 10 miles or less over the limit and is the only violation during the last 3 years.
2. It is an equipment violation.

A violation occurring in conjunction with a surchargeable accident will not be surcharged unless it is a serious violation in which case both charges will apply.

- C.** Serious violation – A serious violation includes but is not limited to:
1. Driving while intoxicated.
  2. Refusal to take a breath test.
  3. Leaving the scene of an accident.
  4. Reckless driving.
  5. Drag racing.
  6. Speeding over 25 miles over the limit.

### 3. CLASSIFICATION RULES AND DEFINITIONS

- A.** "Pleasure use" includes driving to and from work or school less than 3 road miles one way.
- B.** "Business use" means that the use of the automobile is required by or customarily involved in the duties of the insured or any other person customarily operating the automobile, in his occupation, profession or business, other than in going to or from his principal place of occupation, profession or business.
- C.** "Farm use" means that the owner or principal operator of the auto must reside on a farm and the principal occupation must be farming.
- D.** "Principal operator" includes the following:
- An individual whose operation of the automobile constitutes 50% or more of its time or mileage use is considered a principal operator.
- E.** "Unmarried youthful principal operator" means a single driver under age 25 who operates the automobile 50% or more of the time or miles driven.
- F.** "Driven to or from work" means that the automobile is customarily used in the course of driving to or from work or school.
1. The term "customarily" shall include the use of automobiles in a car pool or other share the ride arrangements.

2. An automobile driven part way to or from work, such as to a railroad or bus depot, shall be considered, "in the course of driving to or from work" whether or not the automobile is parked at the depot during the day.

- G.** Occasional unmarried male and female operators may be rated on the vehicle he or she most frequently operates.
- H.** If the insured has two or more private passenger automobiles and there are youthful drivers in the household, each youthful driver must be assigned to a separate automobile. Two youthful drivers may not share a rate class on an automobile.

If a youthful operator is the primary driver of more than one unit on the policy, that rate class is applied to the highest rated unit.

The definition of a youthful operator is a single male operator under age 25, married male operators under age 21 or single female operators under age 25.

- I.** An individual is considered married if the insured and spouse are not estranged and they maintain a single household. A married couple shall be included in this category even though one may be serving in the armed forces or similarly in residence.

A widow, a widower, divorc'ee, or divorc'e shall be included in the married class only if the person has a child resident in the household.

- J.** The classification rules as they apply to an automobile which is occasionally operated by an unmarried son or daughter who attends school away from home are subject to the following:

1. A son or daughter who resides away from home during both the school year and summer vacation but who occasionally operates the automobile while home on short infrequent visits shall be disregarded as an operator for the purpose of classifying the automobile.
2. A son or daughter who resides at school without a vehicle but who operates the automobile occasionally while home during school vacation or holiday periods, shall be rated as a distant student for the purpose of classifying the automobile.

- a. graduated from a four year college, or
- b. attended college on a full-time basis for at least two consecutive years; and
- c. had a scholastic record meeting the above requirements during the last two of these years; and
- d. continues to be the controlling factor in the classification of the automobile.

The Good Student Discount terminates when the operator marries or reaches age 25.

This discount applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

### C. Multi-Car

1. If two or more private passenger autos are owned by an individual, or owned by two or more persons residing in the same household and insured by us, the auto shall be subject to the multi-car factor.
2. If a Business Auto Policy is written with Pekin Insurance, in the name of an individual or in a business name, insuring a private passenger auto, a pick-up or a van, the Private Passenger Auto Policy is subject to the multi-car factor. This discount must be requested and the request should include the named insured and policy number of the Business Auto Policy.

This discount applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

### D. Auto-Home

Private passenger autos are eligible for a 15% discount if we have a homeowners policy (all forms except HO-4) in effect for the named insured, resident family members, or two unrelated individuals that are residing in the same household and are committed to maintaining the joint household on a long-term (one year and longer) basis.

Private passenger autos are eligible for a 5% discount if they are a homeowner insured elsewhere or if we have a tenant homeowners policy (HO-4) in effect for the named insured, resident family members, or two unrelated individuals that are residing in the same household and are committed to maintaining the joint household on a long-term (one year and longer) basis.

This discount applies to all coverage premiums.

### E. Age 45 and over

The age 45 and over factors should be used if the private passenger auto is principally driven by an insured age 45 or over. Youthful operators or distant students may not be rated on this vehicle.

This discount applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

### F. Anti-Theft Device

These discounts apply to Comprehensive coverage only. To qualify, the vehicle must be equipped with:

- a hood lock which can be released only from inside the vehicle, and
- a device meeting the criteria of either Paragraph 1 or 2 below.

#### 1. Active Disabling Devices

A 15% discount on Comprehensive coverage shall be afforded on all vehicles equipped with an active disabling device which disables the vehicle by making the fuel, ignition or starting system inoperative. A disabling device is categorized as active if a separate manual step is required to engage the device. A manual step includes turning the alarm on or locking the doors which activates an alarm.

#### 2. Passive Disabling Devices

A 15% discount on Comprehensive coverage shall be afforded on all vehicles equipped with passive disabling devices which disable the vehicle by making the fuel, ignition or starting system inoperative. A disabling device is categorized as passive if a separate manual step is NOT required to engage the device. A manual step includes turning the alarm on or locking the doors which activates the alarm.

### G. Hybrid Vehicle Discount

A 10% discount will be applied to hybrid vehicles. A hybrid vehicle is defined as a mode of transportation using more than one energy source to power it.

This discount applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

#### **H. PEKIN INSURANCE AFFILIATE DISCOUNT (PERK)**

A 10% discount will apply to the private passenger automobile policies of any active or retired full-time Pekin Insurance employee and spouse residing in the same household.

The discount will also apply to licensed producers of Pekin Insurance and their spouses residing in the same household.

#### **7. NON-METAL BODY SURCHARGE**

A private passenger automobile with a non-metal body shall have the applicable Comprehensive and Collision premiums surcharged 50%.

J. The classification rules as they apply to an automobile which is occasionally operated by an unmarried son or daughter who attends school away from home are subject to the following:

1. A son or daughter who resides away from home during both the school year and summer vacation but who occasionally operates the automobile while home on short infrequent visits shall be disregarded as an operator for the purpose of classifying the automobile.
2. A son or daughter who resides at school without a vehicle but who operates the automobile occasionally while home during school vacation or holiday periods, shall be rated as a distant student for the purpose of classifying the automobile.

K. Private passenger automobiles owned by a clergyman shall be rated as adult pleasure provided there is no single male operator under age 25, no married male under age 21 or single female operator under age 25.

L. For the purpose of rating under this rule, a single male operator under age 25, a married male under age 21, or single female operator under age 25 in active military service with the Armed Forces of the United States, shall not be considered an operator of the automobile unless such an individual regularly operates the automobile.

M. "Low mileage use" means no youthful classes, no distant students, or no business use. Pleasure use or drive to work less than 3 road miles one way is acceptable. Total annual miles must be less than 7,500.

### 3. FINANCIAL STABILITY

A rating factor will be applied to the policy premium based on the insured's financial stability. The level of financial stability is determined by the named insured's credit score. If there is more than one named insured, the level of financial stability is based on the best credit score.

The factor applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

### 4. RISK SCORE

A Risk Score is determined by analyzing various policy rating characteristics in correlation to each other and arriving at a rating factor that is applied to the policy premium based on a Risk Score.

The factor applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive, and Collision premiums.

## 5. DISCOUNTS

Some discounts are a result of lower class factors and some are a percentage reduction.

### A. Loss Free

A 10% discount will be allowed on any new or renewal policy that has not incurred a chargeable accident for a period of 3 years or more. A 15% discount will be allowed on any policy that has not incurred a chargeable accident for 6 years or more, while insured with Pekin Insurance. The loss free qualifying period will be calculated from the date of claim payment.

For policies receiving a loss free discount, the first chargeable accident will result in the loss of the discount.

For policies that have not incurred a chargeable accident for 9 years or more, while insured with Pekin Insurance, the first chargeable accident will be waived. The second accident will result in the loss of the discount.

This discount applies to all coverage premiums.

### B. Good Student

Automobiles which are rated for young drivers shall be subject to a good student rating factor provided:

1. The applicant, if an operator of the automobile under age 25, and every operator of the automobile under age 25 residing in the same household as the applicant or who customarily operates the automobile is:
  - a. at least 16 years of age; and
  - b. a full-time high school student or enrolled as a full-time student in a college or university; and
  - c. for the immediately preceding school semester (or comparable period):
    - (1) ranked among the upper 20% of his class scholastically, or

- (2) in schools using letter grades, has a grade average of "B" or its equivalent or, if the system of letter grading cannot be averaged, no grade shall be below "B", or
- (3) in schools using numerical grade points, such as 4, 3, 2, and 1 points, had an average of at least 3 points for all subjects combined, or
- (4) was included in "Deans List", "Honor Roll" or comparable list indicating scholastic achievement; or

d. has a cumulative GPA of 3.0 or better.

The Good Student Discount will apply for three years.

- 2. To continue the Good Student Discount after the three year period, the company is to be furnished a current grade report or a statement (refer to company for form) certified by a school official indicating that each student has met one of the above requirements.
- 3. The Good Student Discount will be continued after completion of the operator's undergraduate work provided the operator:
  - a. graduated from a four year college, or
  - b. attended college on a full-time basis for at least two consecutive years; and
  - c. had a scholastic record meeting the above requirements during the last two of these years; and
  - d. continues to be the controlling factor in the classification of the automobile.

The Good Student Discount terminates when the operator marries or reaches age 25.

This discount applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

#### C. Multi-Car

- 1. If two or more private passenger autos are owned by an individual, or owned by two or more persons residing in the same household and insured by us, the auto shall be subject to the multi-car factor.

- 2. If a Business Auto Policy is written with Pekin Insurance, in the name of an individual or in a business name, insuring a private passenger auto, a pick-up or a van, the Private Passenger Auto Policy is subject to the multi-car factor. This discount must be requested and the request should include the named insured and policy number of the Business Auto Policy.

This discount applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

#### D. Auto-Home

Private passenger autos are eligible for a 10% discount if we have a homeowners policy (all forms except HO-4) in effect for the named insured, resident family members, or two unrelated individuals that are residing in the same household and are committed to maintaining the joint household on a long-term (one year and longer) basis.

Private passenger autos are eligible for a 5% discount if they are a homeowner insured elsewhere or if we have a tenant homeowners policy (HO-4) in effect for the named insured, resident family members, or two unrelated individuals that are residing in the same household and are committed to maintaining the joint household on a long-term (one year and longer) basis.

This discount applies to all coverage premiums.

#### E. Age 45 and Over

The age 45 and over factors should be used if the private passenger auto is principally driven by an insured age 45 or over. Youthful operators or distant students may not be rated on this vehicle.

These discounts apply to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

#### F. Anti-Theft Device

These discounts apply to Comprehensive coverage only. To qualify, the vehicle must be equipped with:

- a hood lock which can be released only from inside the vehicle, and
- a device meeting the criteria of either Paragraph 1 or 2 below.

**1. Active Disabling Devices**

A 15% discount on Comprehensive coverage shall be afforded on all vehicles equipped with an active disabling device which disables the vehicle by making the fuel, ignition or starting system inoperative. A disabling device is categorized as active if a separate manual step is required to engage the device. A manual step includes turning the alarm on or locking the doors which activates an alarm.

**2. Passive Disabling Devices**

A 15% discount on Comprehensive coverage shall be afforded on all vehicles equipped with passive disabling devices which disable the vehicle by making the fuel, ignition or starting system inoperative. A disabling device is categorized as passive if a separate manual step is NOT required to engage the device. A manual step includes turning the alarm on or locking the doors which activates the alarm.

**G. Hybrid Vehicle Discount**

A 10% discount will be applied to hybrid vehicles. A hybrid vehicle is defined as a mode of transportation using more than one energy source to power it.

This discount applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

**H. PEKIN INSURANCE AFFILIATE DISCOUNT (PERK)**

A 10% discount will apply to the private passenger automobile policies of any active or retired full-time Pekin Insurance employee and spouse residing in the same household.

The discount will also apply to licensed producers of Pekin Insurance and their spouses residing in the same household.

**6. NON-METAL BODY SURCHARGE**

A private passenger automobile with a non-metal body shall have the applicable Comprehensive and Collision premiums surcharged 50%.



# PEKIN INSURANCE COMPANY

## CROSSROADS AUTO

### 1. RATING PLAN

Once a person is insured under the Crossroads plan, rates may be increased or decreased based on a three year experience period. Point surcharges are:

#### A. Determination of chargeable accident – new policy.

One accident surcharge point will be assigned for each accident involving the insured's automobile that occurred within three years preceding the application for insurance and when a total of \$1,000 or more of bodily injury or damage to property (including the insured's property) resulted.

#### B. Determination of chargeable accident – renewal policy.

##### 1. For accidents occurring on or after December 19, 2011:

One accident surcharge point will be assigned when a total of \$1,000 or more is paid under Bodily Injury, Property Damage, or Collision coverages as the result of one occurrence. However, an occurrence involving a Collision payment only will not be surcharged unless the damage resulted from a one car accident. Accident surcharges apply for three years.

##### 2. For accidents which occurred prior to December 19, 2011:

One accident surcharge point will be assigned when a total of \$750 or more is paid under Bodily Injury, Property Damage, or Collision coverages as the result of one occurrence. However, an occurrence involving a Collision payment only will not be surcharged unless the damage resulted from a one car accident. Accident surcharges apply for three years.

Accident and paid claim points follow the automobile involved or the automobile which replaced the involved automobile.

When that automobile is removed from the policy, the points shall be applied to the highest rated automobile on the policy.

#### C. Accumulation of accident surcharge points.

The points will accumulate and surcharge the Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums as follows:

1 point	– Base Rate plus	15%
2 points	– Base Rate plus	45%
3 points	– Base Rate plus	65%
4 points	– Base Rate plus	105%
5 points	– Base Rate plus	155%
6 points	– Base Rate plus	205%

Each point in excess of 6 points will be an additional 100%.

#### D. Determination of violation surcharges.

The most recent minor violation in the past three years will be waived and no points will be assigned.

One violation surcharge point will be assigned for all other minor violations in the past three years.

Two violation surcharge points will be assigned for each serious motor vehicle violation or suspension/revocation in the past three years.

Three violation surcharge points will be assigned for each major violation in the past three years.

Violation surcharge points follow the driver and would be assigned to the car the driver primarily operates.

#### E. Accumulation of violation surcharge points.

The points will accumulate and surcharge the Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums as follows:

1 point	– Base Rate plus	20%
2 points	– Base Rate plus	35%
3 points	– Base Rate plus	65%
4 points	– Base Rate plus	105%
5 points	– Base Rate plus	155%
6 points	– Base Rate plus	205%

Each point in excess of 6 points will be an additional 50%.



Voluntary surrender of license  
 CDL disqualification, generally  
 CDL disqualification: 2 serious convictions  
 in 3 years  
 CDL 120 day disqualification: 3 serious  
 convictions in 3 years

Any suspension/revocation not listed above  
 is ineligible

- F. Driving experience – All drivers must hold a valid driver's license issued by any state, territory, or possession of the United States of America.

### 3. CLASSIFICATION RULES AND DEFINITIONS

- A. "Pleasure use" includes driving to and from work or school less than 3 road miles one way.
- B. "Business use" means that the use of the automobile is required by or customarily involved in the duties of the insured or any other person customarily operating the automobile, in his occupation, profession or business, other than in going to or from his principal place of occupation, profession or business.
- C. "Farm use" means that the owner or principal operator of the auto must reside on a farm and the principal occupation must be farming.
- D. "Principal operator" includes the following:  
 An individual whose operation of the automobile constitutes 50% or more of its time or mileage use is considered a principal operator.
- E. "Unmarried youthful principal operator" means a single driver under age 25 who operates the automobile 50% or more of the time or miles driven.
- F. "Driven to or from work" means that the automobile is customarily used in the course of driving to or from work or school.

1. The term "customarily" shall include the use of automobiles in a car pool or other share the ride arrangements.
2. An automobile driven part way to or from work, such as to a railroad or bus depot, shall be considered, "in the course of driving to or from work" whether or not the automobile is parked at the depot during the day.

- G. Occasional unmarried male and female operators may be rated on the vehicle he or she most frequently operates.

- H. If the insured has two or more private passenger automobiles and there are youthful drivers in the household, each youthful driver must be assigned to a separate automobile. Two youthful drivers may not share a rate class on an automobile.

If a youthful operator is the primary driver of more than one unit on the policy, that rate class is applied to the highest rated unit.

The definition of a youthful operator is a single male operator under age 25, married male operators under age 21 or single female operators under age 25.

- I. An individual is considered married if the insured and spouse are not estranged and they maintain a single household. A married couple shall be included in this category even though one may be serving in the armed forces or similarly in residence.

A widow, a widower, divorc'ee, or divorc'e shall be included in the married class only if the person has a child resident in the household.

- J. The classification rules as they apply to an automobile which is occasionally operated by an unmarried son or daughter who attends school away from home are subject to the following:

1. A son or daughter who resides away from home during both the school year and summer vacation but who occasionally operates the automobile while home on short infrequent visits shall be disregarded as an operator for the purpose of classifying the automobile.
2. A son or daughter who resides at school without a vehicle but who operates the automobile occasionally while home during school vacation or holiday periods, shall be rated as a distant student for the purpose of classifying the automobile.

- K. Private passenger automobiles owned by a clergyman shall be rated as adult pleasure provided there is no single male operator under age 25, no married male under age 21 or single female operator under age 25.

3. The Good Student Discount will be continued after completion of the operator's undergraduate work provided the operator:
  - a. graduated from a four year college, or
  - b. attended college on a full-time basis for at least two consecutive years; and
  - c. had a scholastic record meeting the above requirements during the last two of these years; and
  - d. continues to be the controlling factor in the classification of the automobile.

The Good Student Discount terminates when the operator marries or reaches age 25.

This discount applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

#### C. Multi-Car

1. If two or more private passenger autos are owned by an individual, or owned by two or more persons residing in the same household and insured by us, the auto shall be subject to the multi-car factor.
2. If a Business Auto Policy is written with Pekin Insurance, in the name of an individual or in a business name, insuring a private passenger auto, a pick-up or a van, the Private Passenger Auto Policy is subject to the multi-car factor. This discount must be requested and the request should include the named insured and policy number of the Business Auto Policy.

This discount applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

#### D. Auto-Home

Private passenger autos are eligible for a 10% discount if we have a homeowners policy (all forms except HO-4) in effect for the named insured, resident family members, or two unrelated individuals that are residing in the same household and are committed to maintaining the joint household on a long-term (one year and longer) basis.

Private passenger autos are eligible for a 5% discount if they are a homeowner insured elsewhere or if we have a tenant homeowners policy (HO-4) in effect for the named insured, resident family members, or two unrelated individuals that are residing in the same household and are committed to maintaining the joint household on a long-term (one year and longer) basis.

This discount applies to all coverage premiums.

#### E. Age 50 and Over

The age 50 and over factors should be used if the private passenger auto is principally driven by an insured age 50 or over. No youthful operators or distant students may be rated on this vehicle.

These discounts apply to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

#### F. Anti-Theft Device

These discounts apply to Comprehensive coverage only. To qualify, the vehicle must be equipped with:

- a hood lock which can be released only from inside the vehicle, and
- a device meeting the criteria of either Paragraph 1 or 2 below.

##### 1. Active Disabling Devices

A 15% discount on Comprehensive coverage shall be afforded on all vehicles equipped with an active disabling device which disables the vehicle by making the fuel, ignition or starting system inoperative. A disabling device is categorized as active if a separate manual step is required to engage the device. A manual step includes turning the alarm on or locking the doors which activates an alarm.

##### 2. Passive Disabling Devices

A 15% discount on Comprehensive coverage shall be afforded on all vehicles equipped with passive disabling devices which disable the vehicle by making the fuel, ignition or starting system inoperative. A disabling device is categorized as passive if a separate manual step is NOT required to engage the device. A manual step includes turning the alarm on or locking the doors which activates the alarm.

#### **G. Hybrid Vehicle Discount**

A 10% discount will be applied to hybrid vehicles. A hybrid vehicle is defined as a mode of transportation using more than one energy source to power it.

This discount applies to Bodily Injury, Property Damage, Medical Payments, Comprehensive and Collision premiums.

#### **H. PEKIN INSURANCE AFFILIATE DISCOUNT (PERK)**

A 10% discount will apply to the private passenger automobile policies of any active or retired full-time Pekin Insurance employee and spouse residing in the same household.

The discount will also apply to licensed producers of Pekin Insurance and their spouses residing in the same household.

### **7. SURCHARGES**

#### **A. Non-Metal Body Surcharge**

A private passenger automobile with a non-metal body shall have the applicable Comprehensive and Collision premiums surcharged 50%.

#### **B. No Continuous Insurance Surcharge**

A 15% surcharge will be applied to any policy when the insured has had no prior insurance or more than a 30 day lapse in coverage at any time within the last 12 months.

This surcharge applies to Bodily Injury, Property Damage, Medical Payments, Uninsured/Underinsured Motorist, Comprehensive and Collision premiums.

## INDIANA PERSONAL AUTO RATING SEQUENCE

Note: All premiums are rounded to the nearest dime after each calculation.

Step #	BI/PD/MED *round to the nearest dime after each step
1	Base Rate X Territory Relativity
2	Symbol Factor
3	Increased Limits Factor
4	Class Factor
5	Accident Surcharge
6	Violation Surcharge
7	Financial Stability Factor
8	Risk Score Factor
9	No Continuous Insurance Surcharge (Crossroads Program Only)
10	Discounts
11	Loss Free Discount
12	Round to nearest dollar (.50 rounds up; .49 rounds down)

Step #	UM/UIM *round to the nearest dime after each step
1	Base Rates X Territory Relativity
2	Increased Limits Factor
3	No Continuous Insurance Surcharge (Crossroads Program Only)
4	Discounts
5	Loss Free Discount
6	Round to nearest dollar (.50 rounds up; .49 rounds down)

Step #	COMPREHENSIVE/COLLISION *round to the nearest dime after each step
1	Base Rate X Territory Relativity
2	Model Year Factor X Symbol Factor
3	Deductible Factor
4	Class Factor
5	Non-metal Body Surcharge
6	Accident Surcharge
7	Violation Surcharge
8	Financial Stability Factor
9	Risk Score Factor
10	No Continuous Insurance Surcharge (Crossroads Program Only)
11	Discounts
12	Loss Free Discount
13	Round to nearest dollar (.50 rounds up; .49 rounds down)

Step #	UMPD and Emergency Road Service *round to the nearest dime after each step
1	Base Rates
2	No Continuous Insurance Surcharge (Crossroads Program Only)
3	Discounts
4	Loss Free Discount
5	Round to nearest dollar (.50 rounds up; .49 rounds down)

**THE FARMERS AUTOMOBILE INSURANCE ASSOCIATION**  
**V.I.P. AUTO**  
**PRIVATE PASSENGER BODILY INJURY, PROPERTY DAMAGE, MEDICAL,**  
**COMPREHENSIVE AND COLLISION CLASS RATING FACTORS**

CLASS	SINGLE CAR	MULTI CAR	CLASS	SINGLE CAR	MULTI CAR	CLASS	SINGLE CAR	MULTI CAR
01	0.64	0.51	37	2.17	1.95	69	1.53	1.38
02	0.74	0.59	38	1.05	0.95	70	1.85	1.67
10	1.48	1.33	39	1.26	1.13	71	2.09	1.88
11	0.85	0.68	40	1.85	1.67	72	2.70	2.43
12	0.85	0.68	41	2.70	2.43	73	2.94	2.65
13	0.98	0.78	42	1.33	1.20	74	1.33	1.20
14	1.11	0.89	43	1.52	1.37	75	1.38	1.24
15	0.72	0.58	45	0.62	0.50	76	1.52	1.37
16	0.72	0.58	46	0.54	0.43	77	1.60	1.44
17	0.83	0.66	47	0.62	0.50	78	2.02	1.82
18	0.99	0.79	48	0.70	0.56	79	1.47	1.32
19	2.16	1.94	49	2.16	1.94	84	0.82	0.66
20	1.67	1.50	50	1.50	1.35	85	0.69	0.55
21	0.74	0.59	51	1.58	1.42	86	0.79	0.63
22	0.82	0.66	56	0.79	0.63	87	0.89	0.71
23	0.94	0.75	57	0.93	0.74	88	0.89	0.71
24	1.08	0.86	58	1.08	0.86	89	1.95	1.76
25	0.62	0.50	59	1.47	1.32	90	0.85	0.68
26	0.69	0.55	60	1.63	1.47	91	0.85	0.68
27	0.79	0.63	61	1.71	1.54	92	0.98	0.78
28	0.93	0.74	62	2.17	1.95	93	1.11	0.89
29	2.35	2.12	63	2.25	2.03	94	0.71	0.57
30	1.48	1.33	64	1.05	0.95	95	0.60	0.48
31	0.64	0.51	65	1.16	1.04	96	0.70	0.56
32	0.57	0.46	66	1.26	1.13	97	0.77	0.62
33	1.50	1.35	67	1.32	1.19	98	1.02	0.82
36	1.63	1.47	68	1.95	1.76	99	1.22	0.98
<b>WITH GOOD STUDENT CREDIT</b>								
10	1.18	1.06	43	1.22	1.10	69	1.43	1.29
19	1.73	1.56	49	1.73	1.56	70	1.48	1.33
20	1.34	1.21	59	1.37	1.23	71	1.67	1.50
29	1.88	1.69	60	1.53	1.38	72	2.16	1.94
30	1.18	1.06	61	1.61	1.45	73	2.35	2.12
36	1.53	1.38	62	2.07	1.86	74	1.06	0.95
37	2.07	1.86	63	2.15	1.94	75	1.10	0.99
38	0.95	0.86	64	0.95	0.86	76	1.22	1.10
39	1.16	1.04	65	1.06	0.95	77	1.28	1.15
40	1.48	1.33	66	1.16	1.04	78	1.92	1.73
41	2.16	1.94	67	1.22	1.10	79	1.37	1.23
42	1.06	0.95	68	1.85	1.67	89	1.85	1.67

**THE FARMERS AUTOMOBILE INSURANCE ASSOCIATION**  
**PREFERRED AUTO**  
**PRIVATE PASSENGER BODILY INJURY, PROPERTY DAMAGE, MEDICAL,**  
**COMPREHENSIVE AND COLLISION CLASS RATING FACTORS**

CLASS	SINGLE CAR	MULTI CAR	CLASS	SINGLE CAR	MULTI CAR	CLASS	SINGLE CAR	MULTI CAR
01	0.74	0.59	37	2.22	2.00	69	1.71	1.54
02	0.83	0.66	38	1.19	1.07	70	2.09	1.88
10	1.67	1.50	39	1.42	1.28	71	2.36	2.12
11	0.96	0.77	40	2.09	1.88	72	3.05	2.75
12	0.96	0.77	41	3.05	2.75	73	3.32	2.99
13	1.11	0.89	42	1.50	1.35	74	1.50	1.35
14	1.29	1.03	43	1.72	1.55	75	1.56	1.40
15	0.82	0.66	45	0.70	0.56	76	1.72	1.55
16	0.82	0.66	46	0.63	0.50	77	1.81	1.63
17	0.99	0.79	47	0.70	0.56	78	2.03	1.83
18	1.15	0.92	48	0.79	0.63	79	1.61	1.45
19	2.44	2.20	49	2.44	2.20	84	0.92	0.74
20	1.89	1.70	50	1.52	1.37	85	0.79	0.63
21	0.83	0.66	51	1.60	1.44	86	0.89	0.71
22	0.92	0.74	56	0.89	0.71	87	0.99	0.79
23	1.08	0.86	57	1.08	0.86	88	0.99	0.79
24	1.23	0.98	58	1.22	0.98	89	2.00	1.80
25	0.71	0.57	59	1.61	1.45	90	0.96	0.77
26	0.79	0.63	60	1.79	1.61	91	0.96	0.77
27	0.94	0.75	61	1.89	1.70	92	1.11	0.89
28	1.10	0.88	62	2.22	2.00	93	1.29	1.03
29	2.66	2.39	63	2.26	2.03	94	0.82	0.66
30	1.67	1.50	64	1.19	1.07	95	0.69	0.55
31	0.74	0.59	65	1.31	1.18	96	0.81	0.65
32	0.66	0.53	66	1.42	1.28	97	0.89	0.71
33	1.52	1.37	67	1.49	1.34	98	1.19	0.95
36	1.79	1.61	68	2.00	1.80	99	1.38	1.10
<b>WITH GOOD STUDENT CREDIT</b>								
10	1.34	1.21	43	1.38	1.24	69	1.61	1.45
19	1.95	1.76	49	1.95	1.76	70	1.67	1.50
20	1.51	1.36	59	1.51	1.36	71	1.89	1.70
29	2.13	1.92	60	1.69	1.52	72	2.44	2.20
30	1.34	1.21	61	1.79	1.61	73	2.66	2.39
36	1.69	1.52	62	2.12	1.91	74	1.20	1.08
37	2.12	1.91	63	2.16	1.94	75	1.25	1.13
38	1.09	0.98	64	1.09	0.98	76	1.38	1.24
39	1.32	1.19	65	1.21	1.09	77	1.45	1.31
40	1.67	1.50	66	1.32	1.19	78	1.93	1.74
41	2.44	2.20	67	1.39	1.25	79	1.51	1.36
42	1.20	1.08	68	1.90	1.71	89	1.90	1.71



**PEKIN INSURANCE COMPANY**  
**CROSSROADS AUTO**  
**PRIVATE PASSENGER BODILY INJURY, PROPERTY DAMAGE, MEDICAL,**  
**COMPREHENSIVE AND COLLISION CLASS RATING FACTORS**

CLASS	SINGLE CAR	MULTI CAR	CLASS	SINGLE CAR	MULTI CAR	CLASS	SINGLE CAR	MULTI CAR
01	0.83	0.66	37	2.12	1.91	69	1.71	1.54
02	0.93	0.74	38	1.50	1.35	70	2.62	2.36
10	2.10	1.89	39	1.60	1.44	71	2.70	2.43
11	1.07	0.86	40	2.62	2.36	72	3.55	3.20
12	1.07	0.86	41	3.55	3.20	73	3.75	3.38
13	1.28	1.02	42	2.03	1.83	74	2.03	1.83
14	1.39	1.11	43	2.03	1.83	75	2.13	1.92
15	0.92	0.74	45	0.80	0.64	76	2.03	1.83
16	0.92	0.74	46	0.69	0.55	77	2.24	2.02
17	1.10	0.88	47	0.72	0.58	78	2.00	1.80
18	1.28	1.02	48	0.76	0.61	79	1.61	1.45
19	2.84	2.56	49	2.84	2.56	84	1.07	0.86
20	2.16	1.94	50	1.76	1.58	85	0.87	0.70
21	0.93	0.74	51	1.80	1.62	86	1.01	0.81
22	1.07	0.86	56	1.01	0.81	87	1.10	0.88
23	1.28	1.02	57	1.13	0.90	88	1.10	0.88
24	1.34	1.07	58	1.34	1.07	89	1.90	1.71
25	0.82	0.66	59	1.61	1.45	90	1.07	0.86
26	0.87	0.70	60	1.79	1.61	91	1.07	0.86
27	1.07	0.86	61	1.90	1.71	92	1.28	1.02
28	1.18	0.94	62	2.12	1.91	93	1.39	1.11
29	3.00	2.70	63	2.22	2.00	94	0.93	0.74
30	2.10	1.89	64	1.50	1.35	95	0.74	0.59
31	0.83	0.66	65	1.52	1.37	96	0.82	0.66
32	0.72	0.58	66	1.60	1.44	97	0.89	0.71
33	1.76	1.58	67	1.69	1.52	98	1.33	1.06
36	1.79	1.61	68	1.90	1.71	99	1.49	1.19
<b>WITH GOOD STUDENT CREDIT</b>								
10	1.68	1.51	43	1.62	1.46	69	1.61	1.45
19	2.27	2.04	49	2.27	2.04	70	2.10	1.89
20	1.73	1.56	59	1.51	1.36	71	2.16	1.94
29	2.40	2.16	60	1.69	1.52	72	2.84	2.56
30	1.68	1.51	61	1.80	1.62	73	3.00	2.70
36	1.69	1.52	62	2.02	1.82	74	1.62	1.46
37	2.02	1.82	63	2.12	1.91	75	1.70	1.53
38	1.40	1.26	64	1.40	1.26	76	1.62	1.46
39	1.50	1.35	65	1.42	1.28	77	1.79	1.61
40	2.10	1.89	66	1.50	1.35	78	1.90	1.71
41	2.84	2.56	67	1.59	1.43	79	1.51	1.36
42	1.62	1.46	68	1.80	1.62	89	1.80	1.62

## BASE RATES AND LIMITS FACTORS ANNUAL RATES

	BASE LIMITS	FAIA-VIP	FAIA-PREFERED	PIC-CROSSROADS
I	Bodily Injury: \$25,000/50,000	\$224.30	\$234.50	\$185.40
I	Property Damage: \$25,000	\$200.30	\$193.10	\$182.00
I	Medical Payments: \$5,000	\$ 64.90	\$ 61.00	\$ 69.00
I	UM \$25,000/50,000	\$ 11.00	\$ 11.00	\$ 11.00
I	UIM \$50,000/100,000	\$ 17.60	\$ 17.60	\$ 30.80
I	Comprehensive: \$100 Deductible	\$310.80	\$277.30	\$311.00
I	ERS:	\$ 12.00	\$ 12.00	\$ 12.00
I	Collision: \$250 Deductible	\$645.30	\$595.80	\$734.30

BODILY INJURY INCREASED FACTORS					
**	\$ 25,000/50,000	100%	\$ 50,000/200,000	127%	\$ *500,000/500,000 169%
**	30,000/60,000	104%	100,000/300,000	142%	*750,000/750,000 173%
**	25,000/100,000	109%	300,000/300,000	158%	*500,000/1,000,000 176%
	50,000/100,000	114%	300,000/500,000	164%	*1,000,000/1,000,000 190%

PROPERTY DAMAGE INCREASED FACTORS					
	\$10,000	92%	\$ 50,000	105%	\$ 300,000 119%
	15,000	95%	100,000	108%	500,000 122%
	20,000	98%	200,000	114%	*750,000 127%
	25,000	100%	250,000	117%	*1,000,000 131%

MEDICAL PAYMENTS INCREASED FACTORS					
I	\$ 500	63%	\$2,000	83%	\$10,000 160%
I	1,000	75%	5,000	100%	25,000 260%

UNINSURED MOTORISTS INCREASED FACTORS					
I	\$ 25,000/50,000	100%	\$ 50,000/200,000	122%	\$ *500,000/500,000 176%
I	30,000/60,000	105%	100,000/300,000	136%	*750,000/750,000 176%
I	25,000/100,000	105%	300,000/300,000	164%	*500,000/1,000,000 176%
I	50,000/100,000	118%	300,000/500,000	170%	*1,000,000/1,000,000 214%

UNDERINSURED MOTORISTS INCREASED FACTORS					
I	\$ 50,000/100,000	100%	\$ 300,000/300,000	178%	\$ *750,000/750,000 267%
I	50,000/200,000	110%	300,000/500,000	227%	*500,000/1,000,000 256%
I	100,000/300,000	142%	*500,000/500,000	237%	*1,000,000/1,000,000 289%

UNINSURED MOTORISTS/PROPERTY DAMAGE RATES					
	\$300 Deductible	\$0 Deductible		\$300 Deductible	\$0 Deductible
\$ 10,000	\$ 4	\$12	\$ 50,000	\$20	\$28
25,000	12	16	100,000	40	48

\*Refer to Company prior to binding.

\*\*Not Available for new business.





COMPREHENSIVE DEDUCTIBLES		
	WITHOUT \$0 Deductible Glass	WITH \$0 Deductible Glass**
ACV	158%	N/A
\$ 50	127%	133%
100	100%	110%
200	84%	98%
250	77%	90%
500	65%	81%
1000	63%	79%

COLLISION DEDUCTIBLES	
\$ 50	162%
100	130%
200	108%
250	100%
350	93%
500	81%
1,000	56%

FINANCIAL STABILITY FACTORS			
Apply to BODILY INJURY, PROPERTY DAMAGE, MEDICAL PAYMENTS, COMPREHENSIVE and COLLISION			
Financial Stability Level	FAIA-VIP Factor	FAIA-PREFERRED Factor	PIC-CROSSROADS Factor
Level 1	0.70	0.70	0.75
Level 2	0.75	0.75	0.80
Level 3	0.80	0.80	0.80
Level 4	0.85	0.85	0.85
Level 5	0.95	0.90	0.90
Level 6	1.00	1.00	1.00
Level 7	1.15	1.05	1.05
Level 8	1.25	1.20	1.10
Level 9	1.35	1.30	1.20

RISK SCORE FACTORS FAIA VIP					
Apply to BODILY INJURY, PROPERTY DAMAGE, MEDICAL PAYMENTS, COMPREHENSIVE and COLLISION					
Risk Score Level	Bodily Injury Factor	Property Damage Factor	Medical Payments Factor	Comprehensive Factor	Collision Factor
Level 1	0.95	0.90	0.90	0.95	0.90
Level 2	0.95	0.90	1.00	0.95	0.90
Level 3	0.97	0.90	1.00	1.00	0.90
Level 4	0.97	0.97	1.00	1.00	1.00
Level 5	1.00	1.00	1.00	1.00	1.00
Level 6	1.00	1.00	1.00	1.00	1.00
Level 7	1.00	1.05	1.00	1.00	1.00
Level 8	1.15	1.15	1.00	1.05	1.15
Level 9	1.25	1.20	1.10	1.10	1.20
Level 10	1.35	1.25	1.10	1.10	1.25

\*Refer to Company prior to binding.

I \*\*Not available in the Crossroads Auto Program.

**RISK SCORE FACTORS FAIA PREFERRED**  
**Apply to BODILY INJURY, PROPERTY DAMAGE,**  
**MEDICAL PAYMENTS, COMPREHENSIVE and COLLISION**

<b>Risk Score Level</b>	<b>Bodily Injury Factor</b>	<b>Property Damage Factor</b>	<b>Medical Payments Factor</b>	<b>Comprehensive Factor</b>	<b>Collision Factor</b>
Level 1	0.95	0.90	0.90	0.95	0.90
Level 2	0.95	0.90	1.00	0.95	0.90
Level 3	0.97	0.90	1.00	1.00	0.90
Level 4	0.97	0.97	1.00	1.00	1.00
Level 5	1.00	1.00	1.00	1.00	1.00
Level 6	1.00	1.00	1.00	1.00	1.00
Level 7	1.00	1.05	1.00	1.00	1.00
Level 8	1.05	1.10	1.00	1.00	1.10
Level 9	1.12	1.10	1.10	1.10	1.10
Level 10	1.12	1.10	1.10	1.10	1.10

**RISK SCORE FACTORS PIC – CROSSROADS**  
**Apply to BODILY INJURY, PROPERTY DAMAGE,**  
**MEDICAL PAYMENTS, COMPREHENSIVE and COLLISION**

<b>Risk Score Level</b>	<b>Bodily Injury Factor</b>	<b>Property Damage Factor</b>	<b>Medical Payments Factor</b>	<b>Comprehensive Factor</b>	<b>Collision Factor</b>
Level 1	0.97	0.95	0.95	0.97	0.95
Level 2	0.97	0.95	1.00	1.00	0.95
Level 3	0.97	0.95	1.00	1.00	0.95
Level 4	0.97	0.97	1.00	1.00	1.00
Level 5	1.00	1.00	1.00	1.00	1.00
Level 6	1.00	1.00	1.00	1.00	1.00
Level 7	1.00	1.05	1.00	1.00	1.00
Level 8	1.23	1.15	1.00	1.00	1.10
Level 9	1.25	1.15	1.05	1.07	1.10
Level 10	1.35	1.20	1.05	1.07	1.15

## INDIANA ANTIQUE AUTO RATING SEQUENCE

Note: All premiums are rounded to the nearest dime after each calculation.

Step #	BI/PD/MED *round to the nearest dime after each step
1	Base Rate
2	Increased Limits Factor
3	Accident Surcharge
4	Violation Surcharge
5	Financial Stability Factor
6	Risk Score Factor
7	No Continuous Insurance Surcharge (Crossroads Program Only)
8	Discounts
9	Loss Free Discount
10	Round to nearest dollar (.50 rounds up; .49 rounds down)

Step #	UM/UIM/UMPD *round to the nearest dime after each step
1	Base Rates & Increased Limits
2	Territory Relativity (UM & UIM Only)
3	No Continuous Insurance Surcharge (Crossroads Program Only)
4	Discounts
5	Multiply times .50
6	Loss Free Discount
7	Round to nearest dollar (.50 rounds up; .49 rounds down)

Step #	COMPREHENSIVE/COLLISION *round to the nearest dime after each step
1	Cost per 100 – Round to nearest 100
2	Deductible Factor
3	Non-metal Body Surcharge
4	Accident Surcharge
5	Violation Surcharge
6	Financial Stability Factor
7	Risk Score Factor
8	No Continuous Insurance Surcharge (Crossroads Program Only)
9	Discounts
10	Loss Free Discount
11	Round to nearest dollar (.50 rounds up; .49 rounds down)

Step #	Emergency Road Service *round to the nearest dime after each step
1	Base Rates
2	No Continuous Insurance Surcharge (Crossroads Program Only)
3	Discounts
4	Loss Free Discount
5	Round to nearest dollar (.50 rounds up; .49 rounds down)

## INDIANA TERRITORIES

<b>ALLEN COUNTY – (BALANCE)</b> .....	.07
That portion of Allen County not included in Fort Wayne territory	
<b>ANDERSON</b> .....	.28
territory comprises the entire city of Anderson and all territory and places lying within the area enclosed by the outside boundaries of the following towns and townships in Madison County –	
Anderson	Monroe
Chesterfield	Richland
Edgewood	Union
Frankton	Woodlawn Heights
Lafayette	
<b>BARTHOLOMEW COUNTY</b>	
Entire County .....	.32
<b>BLOOMINGTON</b> .....	.14
territory comprises the entire city of Bloomington and all territory and places lying within the area enclosed by the outside boundaries of the following townships in Monroe County –	
Bloomington	Richland
Perry	Van Buren
<b>BOONE COUNTY</b>	
Entire County .....	.30
<b>CARROLL COUNTY</b>	
Entire County .....	.33
<b>CASS COUNTY (BALANCE)</b> .....	.33
that portion of Cass County not included in Logansport territory	
<b>CLARK COUNTY</b>	
See Jeffersonville and Remainder of State.	
<b>CLINTON COUNTY</b>	
Entire County .....	.33
<b>DEARBORN COUNTY</b>	
Entire County .....	.39
<b>DELAWARE COUNTY (BALANCE)</b> .....	.31
that portion of Delaware County not included in Muncie territory	
<b>DUBOIS COUNTY</b>	
Entire County .....	.38

<b>EAST CHICAGO</b> .....	.02
territory comprises the entire city of East Chicago and all territory and places lying within the area enclosed by the outside boundaries of the following cities, towns and townships in Lake County –	
Calumet (excluding the city of Griffith)	
Gary	Hammond
Lake Station	New Chicago
North (excluding the cities of Highland and Munster)	
Whiting	
<b>ELKHART COUNTY (BALANCE)</b> .....	.17
that portion of Elkhart County not included in Elkhart territory	
<b>ELKHART</b> .....	.29
territory comprises the entire city of Elkhart and all territory and places lying within the area enclosed by the outside boundaries of the following city and townships in Elkhart County –	
Bauge	Concord
Cleveland	Osolo
<b>EVANSVILLE</b> .....	.05
territory comprises all of Vanderburgh County	
<b>FLOYD COUNTY</b>	
See New Albany and Remainder of State.	
<b>FORT WAYNE</b> .....	.03
territory comprises those areas within Allen County served by the following postal zip codes –	
46802 46803 46806 46807	
<b>FRANKLIN COUNTY</b>	
Entire County .....	.39
<b>FULTON COUNTY</b>	
Entire County .....	.33
<b>GIBSON COUNTY</b>	
Entire County .....	.24
<b>GRANT COUNTY</b>	
See Marion and Remainder of State.	

<b>GRIFFITH, HIGHLAND, HOBART, MUNSTER</b> . . .18	<b>KOSCIUSKO COUNTY</b>
territory comprises the entire cities of Griffith, Highland, Hobart (city and township) and Munster in Lake County	Entire County . . . . .33
<b>HAMILTON COUNTY</b>	<b>LAFAYETTE</b> . . . . .35
Entire County . . . . .30	territory comprises the entire cities of Lafayette and West Lafayette in Tippecanoe County
<b>HANCOCK COUNTY</b>	<b>LAGRANGE COUNTY</b>
Entire County . . . . .30	Entire County . . . . .33
<b>HENDRICKS COUNTY</b>	<b>LAKE COUNTY (BALANCE)</b> . . . . .16
Entire County . . . . .30	that portion of Lake County not included in East Chicago or Griffith, Highland, Hobart, Munster territories
<b>HENRY COUNTY</b>	<b>LaPORTE COUNTY (BALANCE)</b> . . . . .17
Entire County . . . . .31	that portion of LaPorte County not included in Michigan City territory
<b>HOWARD COUNTY</b>	<b>LOGANSPORT</b> . . . . .36
See Kokomo and Remainder of State.	territory comprises the entire city of Logansport and all territory and places lying within the area enclosed by the outside boundaries of the following townships in Cass County
<b>INDIANAPOLIS</b> . . . . .01	Clay Noble
territory comprises those areas within Marion County served by the following postal zip codes –	Clinton Washington
46201 46204 46218 46224 46241	Eel
46202 46204 46221 46225 46254	
46203 46208 46222 46226	
<b>JASPER COUNTY</b>	<b>MADISON COUNTY (BALANCE)</b> . . . . .31
Entire County . . . . .33	that portion of Madison County not included in Anderson territory
<b>JEFFERSONVILLE</b> . . . . .06	<b>MARION COUNTY (BALANCE)</b> . . . . .21
territory comprises the entire city of Jeffersonville and all territory and places lying within the area enclosed by the outside boundaries of the following town and township in Clark County –	that portion of Marion County not included in Indianapolis territory
Clarksville Jeffersonville	<b>MARION</b> . . . . .09
<b>JOHNSON COUNTY</b>	territory comprises the entire city of Marion and all territory and places lying within the area enclosed by the outside boundaries of the following townships in Grant County
I Entire County . . . . .60	Center Pleasant
<b>KNOX COUNTY (BALANCE)</b> . . . . .24	Franklin Washington
that portion of Knox County not included in Vincennes territory	Mill
<b>KOKOMO</b> . . . . .34	<b>MARSHALL COUNTY</b>
territory comprises the entire city of Kokomo and all territory and places lying within the area enclosed by the outside boundaries of Center township in Howard County	Entire County . . . . .33
	<b>MIAMI COUNTY</b>
	Entire County . . . . .33

<b>MICHIGAN CITY</b> .....	.27
territory comprises the entire city of Michigan City and all territory and places lying within the area enclosed by the outside boundaries of the following towns and townships in LaPorte County	
Coolspring	Michigan
Long Beach	Springfield
Michigan Shores	Trail Creek
and all territories and places lying within the area enclosed by the outside boundaries of the following town and township in Porter County	
Beverly Shores	Pine
 <b>MORGAN COUNTY</b>	
Entire County .....	.30
 <b>MONROE COUNTY</b>	
See Bloomington and Remainder of State.	
 <b>MONTGOMERY COUNTY</b>	
Entire County .....	.33
 <b>MUNCIE</b> .....	.10
territory comprises the entire city of Muncie and all territory and places lying within the area enclosed by the outside boundaries of Center township in Delaware County	
 <b>NEW ALBANY</b> .....	.06
territory comprises the entire city of New Albany and all territory and places lying within the area enclosed by the outside boundaries of the township of New Albany in Floyd County	
 <b>PIKE COUNTY</b>	
Entire County .....	.24
 <b>PORTAGE</b> .....	.20
territory comprises the entire city of Portage and all territory and places lying within the area enclosed by the outside boundaries of the following townships in Porter County –	
Portage	Westchester
 <b>PORTER COUNTY (BALANCE)</b> .....	.19
that portion of Porter County not included in Michigan City or Portage territories	
 <b>POSEY COUNTY</b>	
Entire County .....	.24

<b>PULASKI COUNTY</b>	
Entire County .....	.33
 <b>RICHMOND</b> .....	.37
territory comprises the entire city of Richmond and all territory and places lying within the area enclosed by the outside boundaries of the following town and township in Wayne County	
Spring Grove	Wayne
 <b>RIPLEY COUNTY</b>	
Entire County .....	.39
 <b>ST. JOSEPH COUNTY ( BALANCE)</b> .....	.17
that portion of St. Joseph County not included in South Bend territory	
 <b>SHELBY COUNTY</b>	
Entire County .....	.30
 <b>SOUTH BEND</b> .....	.04
territory comprises the entire city of South Bend and all territory and places lying within the area enclosed by the outside boundaries of the following city, towns, village and townships in St. Joseph County –	
Center	Mishawaka
Clay	Osceola
German	Penn
Harris	Portage
Indian Village	Roseland
 <b>STARKE COUNTY</b>	
Entire County .....	.33
 <b>STEBEN COUNTY</b>	
Entire County .....	.33
 <b>SULLIVAN COUNTY</b>	
Entire County .....	.24
 <b>TERRE HAUTE</b> .....	.11
territory comprises the entire city of Terre Haute	
 <b>TIPPECANOE COUNTY</b>	
See Lafayette and Remainder of State	
 <b>TIPTON COUNTY</b>	
Entire County .....	.33
 <b>VANDERBURGH COUNTY</b>	
See Evansville	

<b>VIGO COUNTY</b> .....	.08
that portion of Vigo County not included in Terre Haute territory	
<b>VINCENNES</b> .....	.15
territory comprises the entire city of Vincennes and all territory and places lying within the area enclosed by the outside boundaries of the township of Vincennes in Knox County	
<b>WABASH COUNTY</b>	
Entire County .....	.33
<b>WARRICK COUNTY</b>	
Entire County .....	.24
<b>WAYNE COUNTY</b>	
See Richmond and Remainder of State.	
<b>WHITLEY COUNTY</b>	
Entire County .....	.33
<b>I Schedule of Counties</b> .....	.50
I     territory comprises all of Crawford,	
I     Harrison, Jefferson, Jennings, Perry, and	
I     Spencer counties.	
<b>REMAINDER OF STATE</b> .....	.33

## TERRITORY RELATIVITIES

NUMBER	TERRITORY DESCRIPTION*	LIABILITY VIP	LIABILITY PREF.	LIABILITY CROSS- ROADS	PHYSICAL DAMAGE VIP	PHYSICAL DAMAGE PREF.	PHYSICAL DAMAGE CROSS- ROADS	UM ALL PLANS	ULM ALL PLANS
01	Indianapolis	1.65	1.65	1.65	1.48	1.48	1.48	2.00	1.80
02	East Chicago	2.92	2.92	2.92	2.92	2.92	2.92	2.00	1.80
03	Fort Wayne	0.94	0.94	0.94	0.76	0.76	0.76	1.00	1.00
04	South Bend	0.79	0.99	0.79	0.65	0.81	0.65	1.00	1.00
05	Vanderburgh County	1.20	1.20	1.20	1.00	1.00	1.00	1.00	1.00
06	Jeffersonville, New Albany	1.05	1.05	1.05	0.90	0.90	0.90	1.00	1.00
07	Allen County (Balance)	0.98	0.98	0.98	0.77	0.77	0.77	1.00	1.00
08	Vigo County (Balance)	1.03	0.99	1.03	1.08	1.04	1.08	1.00	1.00
09	Marion (City)	1.21	1.21	1.21	1.16	1.16	1.16	1.00	1.00
10	Muncie	1.10	1.10	1.10	1.15	1.15	1.15	1.00	1.00
11	Terre Haute	1.11	1.07	1.11	1.05	1.01	1.05	1.00	1.00
14	Bloomington	0.97	0.97	0.97	0.83	0.83	0.83	1.00	1.00
15	Vincennes	1.03	1.03	1.03	0.98	0.98	0.98	1.00	1.00
16	Lake County (Balance)	0.76	0.95	0.76	0.80	1.10	0.80	2.00	1.80
17	Elkhart, La Porte, St. Joseph Counties	0.76	0.95	0.76	0.80	1.00	0.80	1.00	1.00
18	Griffith, Highland, Munster, Hobart	1.30	1.30	1.30	1.13	1.13	1.13	2.00	1.80
19	Porter County (Balance)	0.76	0.95	0.76	0.88	1.10	0.88	2.00	1.80
20	Porter County (Portage & Westchester Township)	0.95	1.19	0.95	0.82	1.03	0.82	2.00	1.80
21	Marion County (Balance)	1.04	1.04	1.04	0.85	0.85	0.85	1.00	1.00
24	Gibson, Knox (Balance), Pike, Posey, Sullivan, Warrick Counties	0.90	0.90	0.90	0.90	0.90	0.90	1.00	1.00
27	Michigan City	1.19	1.19	1.19	1.03	1.03	1.03	2.00	1.80
28	Anderson	1.15	1.15	1.15	1.00	1.00	1.00	1.00	1.00
29	Elkhart (City)	0.84	1.05	0.84	0.80	1.00	0.80	1.00	1.00
30	Indianapolis Suburban	0.81	0.81	0.81	0.69	0.69	0.69	1.00	1.00
31	Delaware, Henry, Madison Counties	0.95	0.95	0.95	0.75	0.75	0.75	1.00	1.00
32	Bartholomew County	0.87	0.87	0.87	0.87	0.87	0.87	1.00	1.00
33	Remainder of State	0.90	0.90	0.90	0.90	0.90	0.90	1.00	1.00
34	Kokomo	1.00	1.00	1.00	0.90	0.90	0.90	1.00	1.00
35	Lafayette	0.92	0.92	0.92	0.78	0.78	0.78	1.00	1.00
36	Logansport	0.82	0.82	0.82	0.78	0.78	0.78	1.00	1.00
37	Richmond	1.05	1.05	1.05	0.83	0.83	0.83	1.00	1.00
38	Dubois County	0.92	0.92	0.92	0.79	0.79	0.79	1.00	1.00
39	Dearborn, Franklin, Ripley Counties	0.81	0.81	0.81	0.81	0.81	0.81	1.00	1.00
50	Schedule of Counties	0.81	0.90	0.81	0.81	0.90	0.81	1.00	1.00
60	Johnson County	0.79	0.81	0.79	0.79	0.69	0.79	1.00	1.00

\* See Indiana Territory Page for a complete description of the territories.



## MODEL YEAR RELATIVITIES

	MODEL YEAR	COMPREHENSIVE	COLLISION
I	2014	1.15	1.15
I	2013	1.10	1.10
	2012	1.05	1.05
	2011	1.00	1.00
	2010	.49	.71
	2009	.47	.67
	2008	.45	.64
	2007	.42	.61
	2006	.40	.58
	2005	.38	.55
	2004	.36	.52
	2003	.34	.49
	2002	.33	.47
	2001	.31	.45
	2000	.29	.42
	1999	.28	.40
	1998	.27	.38
	1990-1997	.25	.37
	1989	1.00	1.00

## SYMBOL RELATIVITIES

	<b>Bodily Injury &amp; Property Damage Symbol</b>	<b>Factor*</b>
I	280 & Below	.90
I	285	.90
I	290	.90
	295	.95
	300	1.00
	305	1.05
I	310	1.10
I	315	1.10
I	320	1.10
I	325 & Above	1.10

	<b>Medical Payments Symbol</b>	<b>Factor*</b>
I	480 & Below	.90
I	485	.90
I	490	.90
	495	.95
	500	1.00
	505	1.05
I	510	1.10
I	515	1.10
I	520	1.10
I	525 & Above	1.10

\* Applicable to model years 1998 and subsequent. Prior to model year 1998 use a factor of 1.00.

## SYMBOL RELATIVITIES

2011 and Subsequent							
Cost New	Symbol	Comprehensive	Collision	Cost New	Symbol	Comprehensive	Collision
\$ 1 – 3,000	01	.31	.44	\$ 34,001 – 35,000	40	2.65	1.84
3,001 – 5,500	02	.40	.58	35,001 – 36,000	41	2.71	1.86
5,501 – 8,000	03	.49	.70	36,001 – 37,000	42	2.78	1.89
8,001 – 9,000	04	.61	.81	37,001 – 38,000	43	2.85	1.91
9,001 – 10,000	05	.69	.86	38,001 – 39,000	44	2.92	1.93
10,001 – 11,000	06	.77	.89	39,001 – 40,000	45	2.98	1.95
11,001 – 12,000	07	.85	.92	40,001 – 41,250	46	3.06	1.98
12,001 – 13,000	08	.91	.97	41,251 – 42,500	47	3.14	2.02
13,001 – 14,000	10	.99	1.01	42,501 – 43,750	48	3.22	2.04
14,001 – 15,000	11	1.05	1.05	43,751 – 45,000	49	3.31	2.07
15,001 – 15,625	12	1.11	1.08	45,001 – 46,250	50	3.38	2.10
15,626 – 16,250	13	1.17	1.11	46,251 – 47,500	51	3.47	2.13
16,251 – 16,875	14	1.22	1.13	47,501 – 48,750	52	3.55	2.15
16,876 – 17,500	15	1.28	1.17	48,751 – 50,000	53	3.62	2.18
17,501 – 18,125	16	1.33	1.19	50,001 – 52,500	54	3.75	2.23
18,126 – 18,750	17	1.40	1.22	52,501 – 55,000	55	3.91	2.28
18,751 – 19,375	18	1.46	1.25	55,001 – 57,500	56	4.07	2.34
19,376 – 20,000	19	1.51	1.28	57,501 – 60,000	57	4.24	2.40
20,001 – 20,625	20	1.56	1.30	60,001 – 65,000	58	4.50	2.51
20,626 – 21,250	21	1.62	1.33	65,001 – 70,000	59	4.85	2.64
21,251 – 21,875	22	1.67	1.37	70,001 – 75,000	60	5.21	2.76
21,876 – 22,500	23	1.72	1.40	75,001 – 80,000	61	5.58	2.92
22,501 – 23,125	24	1.77	1.42	80,001 – 85,000	62	5.95	3.11
23,126 – 23,750	25	1.83	1.45	85,001 – 90,000	63	6.34	3.29
23,751 – 24,375	26	1.87	1.47	90,001 – 95,000	64	6.73	3.48
24,376 – 25,000	27	1.92	1.49	95,001 – 100,000	65	7.11	3.65
25,001 – 25,625	28	1.97	1.52	100,001 – 110,000	66	7.69	3.93
25,626 – 26,250	29	2.02	1.54	110,001 – 120,000	67	8.46	4.29
26,251 – 26,875	30	2.07	1.58	120,001 – 130,000	68	9.23	4.66
26,876 – 27,500	31	2.12	1.60	130,001 – 140,000	69	10.00	5.03
27,501 – 28,125	32	2.16	1.62	140,001 – 150,000	70	10.77	5.39
28,126 – 28,750	33	2.21	1.65	Rating Symbol Only	71	11.55	5.75
28,751 – 29,375	34	2.26	1.67	Rating Symbol Only	72	12.33	6.12
29,376 – 30,000	35	2.30	1.69	Rating Symbol Only	73	13.10	6.49
30,001 – 31,000	36	2.36	1.72	Rating Symbol Only	74	13.88	6.86
31,001 – 32,000	37	2.44	1.75	Rating Symbol Only	75	14.66	7.22
32,001 – 33,000	38	2.51	1.79	150,001 and above*	98		
33,001 – 34,000	39	2.57	1.81				

\* Add .74 for Comprehensive and .35 for Collision to Symbol 70 relativity for each \$10,000 or part thereof above \$150,000.

## SYMBOL RELATIVITIES

1989 and Prior				1990 and Subsequent			
Cost New	Symbol	Comprehensive	Collision	Cost New	Symbol	Comprehensive	Collision
\$ 0 – 1,600	01	.10	.25	\$ 0 – 6,500	01	1.00	1.00
1,601 – 2,100	02	.10	.25	6,501 – 8,000	02	1.00	1.00
2,101 – 2,750	03	.10	.25	8,001 – 9,000	03	1.21	1.09
2,751 – 3,700	04	.11	.27	9,001 – 10,000	04	1.37	1.16
3,701 – 5,000	05	.14	.30	10,001 – 11,250	05	1.54	1.22
5,001 – 6,500	06	.21	.34	11,251 – 12,500	06	1.71	1.28
6,501 – 8,000	07	.28	.40	12,501 – 13,750	07	1.87	1.35
8,001 – 10,000	08	.38	.46	13,751 – 15,000	08	2.04	1.42
10,001 – 12,500	10	.45	.50	15,001 – 16,250	10	2.23	1.49
12,501 – 15,000	11	.53	.56	16,251 – 17,500	11	2.44	1.56
15,001 – 17,500	12	.61	.62	17,501 – 18,750	12	2.68	1.63
17,501 – 20,000	13	.73	.66	18,751 – 20,000	13	2.91	1.72
20,001 – 24,000	14	.89	.82	20,001 – 22,000	14	3.18	1.82
24,001 – 28,000	15	1.03	.89	22,001 – 24,000	15	3.51	1.94
28,001 – 33,000	16	1.20	.96	24,001 – 26,000	16	3.82	2.05
33,001 – 39,000	17	1.40	1.02	26,001 – 28,000	17	4.12	2.16
39,001 – 46,000	18	1.62	1.08	28,001 – 30,000	18	4.41	2.27
46,001 – 55,000	19	1.89	1.14	30,001 – 33,000	19	4.77	2.39
55,001 – 65,000	20	2.20	1.21	33,001 – 36,000	20	5.18	2.50
65,001 and above	21	2.95	1.34	36,001 – 40,000	21	5.65	2.61
				40,001 – 45,000	22	6.25	2.75
				45,001 – 50,000	23	6.88	2.91
				50,001 – 60,000	24	7.82	3.14
				60,001 – 70,000	25	9.15	3.50
				70,001 – 80,000	26	10.55	3.85
				80,001 and above*	27	12.05	4.35

\* Add 1.50 for Comprehensive and .50 for Collision to Symbol 27 relativity for each \$10,000 or part thereof above \$90,000.

## MOTORHOME RATING SEQUENCE

Note: All premiums are rounded to the nearest dime after each calculation.

Step #	BI/PD/MED *round to the nearest dime after each step
1	Base Rate X Territory Relativity
2	Increased Limits Factor
3	.40 (Liability Factor)
4	Round to nearest dollar (.50 rounds up; .49 rounds down)

Step #	UM/UIM/UMPD *round to the nearest dime after each step
1	Base Rate X Territory Relativity
2	Increased Limits Factor
3	.40 (Liability Factor)
4	Round to nearest dollar (.50 rounds up; .49 rounds down)

Step #	COMPREHENSIVE *round to the nearest dime after each step
1	Motorhome Physical Damage Table
2	Subtract ERS Premium
3	Round to nearest dollar (.50 rounds up; .49 rounds down)
4	Add ERS Premium

Step #	COLLISION *round to the nearest dime after each step
1	Motorhome Physical Damage Table
2	Round to nearest dollar (.50 rounds up; .49 rounds down)

## CAMPING/SERVICE TRAILER RATING SEQUENCE

Note: All premiums are rounded to the nearest dime after each calculation.

Step #	COMPREHENSIVE *round to the nearest dime after each step
1	Motorhome Physical Damage Table
2	Subtract ERS Premium
3	Factor – 1.85 (Camping/Travel Trailer), 1.00 (Service Trailer)
4	Round to nearest dollar (.50 rounds up; .49 rounds down)
5	Add ERS Premium

Step #	COLLISION *round to the nearest dime after each step
1	Motorhome Physical Damage Table
2	Factor – 1.85 (Camping/Travel Trailer), 1.00 (Service Trailer)
3	Round to nearest dollar (.50 rounds up; .49 rounds down)

## MOTORHOME LIABILITY RATES

### LIABILITY COVERAGE FOR MOTOR HOMES

Bodily Injury Liability, Property Damage Liability, Medical Payments and Uninsured Motorists including Underinsured Motorists

**Rating:** Use 40% of VIP, Preferred, or Crossroads Auto Base Premiums for appropriate territory  
No Primary Classification Rating Factor Applies

### MOTORHOME/CAMPING AND SERVICE TRAILER COMPREHENSIVE RATES

Original Cost New	ACV	50 Comp	100 Comp	200 Comp	250 Comp	500 Comp
\$ 0 – 3,000	29.40	25.20	21.60	19.40	18.80	16.20
3,001 – 4,000	36.40	30.80	26.00	23.20	22.40	18.80
4,001 – 5,000	43.80	36.80	30.60	27.00	26.00	21.60
5,001 – 6,000	50.60	42.20	35.00	30.60	29.60	24.20
6,001 – 7,000	58.00	48.20	39.60	34.60	33.20	27.00
7,001 – 8,000	64.80	53.80	44.00	38.20	36.80	29.60
8,001 – 9,000	72.20	59.60	48.60	42.20	40.40	32.40
9,001 – 10,000	79.20	65.20	53.00	45.80	44.00	35.00
10,001 – 11,000	84.80	69.80	56.60	48.80	46.80	37.20
11,001 – 12,000	92.00	75.60	61.20	52.60	50.60	40.00
12,001 – 13,000	99.00	81.20	65.60	56.40	54.00	42.60
13,001 – 14,000	106.20	87.00	70.20	60.20	57.80	45.40
14,001 – 15,000	113.20	92.60	74.60	64.00	61.20	48.00
15,001 – 16,000	120.40	98.40	79.20	67.80	65.00	50.80
16,001 – 17,000	127.40	104.00	83.60	71.60	68.40	53.40
17,001 – 18,000	134.80	109.80	88.20	75.40	72.20	56.20
18,001 – 19,000	141.60	115.40	92.60	79.00	75.60	58.80
19,001 – 20,000	149.00	121.20	97.20	83.00	79.40	61.60
20,001 – 21,000	155.80	126.80	101.60	86.60	82.80	64.20
21,001 – 22,000	163.20	132.80	106.20	90.40	86.60	67.00
22,001 – 23,000	170.20	138.40	110.60	94.20	90.00	69.60
23,001 – 24,000	177.40	144.20	115.20	98.00	93.80	72.40
24,001 – 25,000	184.40	149.80	119.60	101.80	97.20	75.00
25,001 – 26,000	191.60	155.60	124.20	105.60	101.00	77.80
26,001 – 27,000	198.60	161.20	128.60	109.40	104.40	80.40
27,001 – 28,000	205.80	167.00	133.20	113.20	108.20	83.20
28,001 – 29,000	212.80	172.60	137.60	116.80	111.60	85.80
29,001 – 30,000	220.00	178.40	142.20	120.80	115.40	88.60
30,001 – 31,000	225.80	183.00	145.80	123.80	118.20	90.60
31,001 – 32,000	232.60	188.60	150.20	127.40	121.80	93.40
32,001 – 33,000	240.00	194.40	154.80	131.40	125.40	96.00
33,001 – 34,000	246.80	200.00	159.20	135.00	129.00	98.80
34,001 – 35,000	254.20	205.80	163.80	138.80	132.60	101.40
35,001 – 36,000	261.20	211.40	168.20	142.60	136.20	104.20
36,001 – 37,000	268.40	217.20	172.80	146.40	139.80	106.80
37,001 – 38,000	275.40	222.80	177.20	150.20	143.40	109.60
38,001 – 39,000	282.60	228.80	181.80	154.00	147.00	112.20
39,001 – 40,000	289.60	234.40	186.20	157.60	150.60	115.00
40,001 – 41,000	296.80	240.20	190.80	161.60	154.20	117.60
41,001 – 42,000	303.80	245.80	195.20	165.20	157.80	120.40
42,001 – 43,000	311.00	251.60	199.80	169.20	161.40	123.00
43,001 – 44,000	318.00	257.20	204.20	172.80	165.00	125.80
44,001 – 45,000	325.20	263.00	208.80	176.60	168.60	128.40
45,001 – 46,000	332.20	268.60	213.20	180.40	172.20	131.20
46,001 – 47,000	339.40	274.40	217.80	184.20	175.80	133.80
47,001 – 48,000	346.40	280.00	222.20	188.00	179.40	136.60
48,001 – 49,000	353.80	285.80	226.80	191.80	183.00	139.20
49,001 – 50,000	360.60	291.40	231.20	195.40	186.60	142.00

## MOTORHOME/CAMPING AND SERVICE TRAILER COMPREHENSIVE RATES

Original Cost New	ACV	50 Comp	100 Comp	200 Comp	250 Comp	500 Comp
50,001 – 51,000	366.40	296.00	234.80	198.60	189.40	144.00
51,001 – 52,000	373.60	301.80	239.40	202.40	193.20	146.80
52,001 – 53,000	380.60	307.40	243.80	206.00	196.60	149.40
53,001 – 54,000	387.80	313.40	248.40	210.00	200.40	152.20
54,001 – 55,000	394.80	318.80	252.80	213.60	203.80	154.80
55,001 – 56,000	402.00	324.80	257.40	217.40	207.60	157.60
56,001 – 57,000	409.00	330.40	261.80	221.20	211.00	160.20
57,001 – 58,000	416.20	336.20	266.40	225.00	214.80	163.00
58,001 – 59,000	423.20	341.80	270.80	228.80	218.20	165.60
59,001 – 60,000	429.00	346.40	274.40	231.80	221.20	167.80
60,001 – 61,000	437.40	353.20	279.80	236.40	225.40	171.00
61,001 – 62,000	444.80	359.00	284.40	240.20	229.20	173.80
62,001 – 63,000	451.60	364.60	288.80	243.80	232.60	176.40
63,001 – 64,000	459.00	370.40	293.40	247.80	236.40	179.20
64,001 – 65,000	465.80	376.00	297.80	251.40	239.80	181.80
65,001 – 66,000	473.20	381.80	302.40	255.20	243.60	184.60
66,001 – 67,000	480.20	387.40	306.80	259.00	247.00	187.20
67,001 – 68,000	487.40	393.40	311.40	262.80	250.80	190.00
68,001 – 69,000	494.40	399.00	315.80	266.60	254.20	192.60
69,001 – 70,000	501.60	404.80	320.40	270.40	258.00	195.40
70,001 – 71,000	507.20	409.40	324.00	273.40	260.80	197.60
71,001 – 72,000	514.20	415.00	328.40	277.20	264.40	200.20
72,001 – 73,000	521.60	420.80	333.00	281.00	268.00	203.00
73,001 – 74,000	528.40	426.40	337.40	284.60	271.60	205.60
74,001 – 75,000	535.80	432.20	342.00	288.60	275.20	208.40
75,001 – 76,000	542.60	437.80	346.40	292.20	278.80	211.00
76,001 – 77,000	550.00	443.60	351.00	296.20	282.40	213.80
77,001 – 78,000	556.80	449.20	355.40	299.80	286.00	216.40
78,001 – 79,000	564.20	455.00	360.00	303.60	289.60	219.20
79,001 – 80,000	571.20	460.60	364.40	307.40	293.20	221.80
80,001 – 81,000	578.40	466.40	369.00	311.20	296.80	224.60
81,001 – 82,000	585.40	472.00	373.40	315.00	300.40	227.20
82,001 – 83,000	592.60	478.00	378.00	318.80	304.00	230.00
83,001 – 84,000	599.60	483.40	382.40	322.40	307.60	232.60
84,001 – 85,000	606.80	489.40	387.00	326.40	311.20	235.40
85,001 – 86,000	613.80	495.00	391.40	330.00	314.80	238.00
86,001 – 87,000	621.00	500.80	396.00	334.00	318.40	240.80
87,001 – 88,000	628.00	506.40	400.40	337.60	322.00	243.40
88,001 – 89,000	635.20	512.20	405.00	341.40	325.60	246.20
89,001 – 90,000	642.20	517.80	409.40	345.20	329.20	248.80
90,001 – 91,000	648.00	522.40	413.00	348.20	332.00	251.00
91,001 – 92,000	655.20	528.20	417.60	352.00	335.60	253.80
92,001 – 93,000	662.20	533.80	422.00	355.80	339.20	256.40
93,001 – 94,000	669.40	539.60	426.60	359.60	342.80	259.20
94,001 – 95,000	676.40	545.20	431.00	363.40	346.40	261.80
95,001 – 96,000	683.60	551.00	435.60	367.20	350.00	264.60
96,001 – 97,000	690.60	556.60	440.00	370.80	353.60	267.20
97,001 – 98,000	697.80	562.40	444.60	374.80	357.20	270.00
98,001 – 99,000	704.80	568.00	449.00	378.40	360.80	272.60
99,001 – 100,000	712.00	574.00	453.60	382.40	364.40	275.40
Each add'l \$1,000	7.00	5.60	4.40	4.00	3.60	2.80



## MOTORHOME/CAMPING AND SERVICE TRAILER COLLISION RATES

Original Cost New	50 Coll	100 Coll	200 Coll	250 Coll	350 Coll	500 Coll	1,000 Coll
\$ 0 – 3,000	11.40	9.00	7.40	7.00	6.00	5.60	4.20
3,001 – 4,000	15.00	11.80	9.80	9.20	7.80	7.40	5.60
4,001 – 5,000	18.20	14.40	11.80	11.20	9.60	9.00	6.80
5,001 – 6,000	20.40	16.20	13.40	12.60	10.80	10.00	7.60
6,001 – 7,000	25.00	19.80	16.40	15.40	13.00	12.40	9.20
7,001 – 8,000	28.60	22.60	18.60	17.60	15.00	14.00	10.60
8,001 – 9,000	31.80	25.00	20.80	19.60	16.60	15.60	11.80
9,001 – 10,000	35.40	28.00	23.20	21.80	18.60	17.40	13.00
10,001 – 11,000	38.60	30.40	25.20	23.80	20.20	19.00	14.20
11,001 – 12,000	42.20	33.20	27.60	26.00	22.20	20.80	15.60
12,001 – 13,000	46.60	36.80	30.60	28.80	24.40	23.00	17.20
13,001 – 14,000	49.80	39.40	32.60	30.80	26.20	24.60	18.40
14,001 – 15,000	53.40	42.20	35.00	33.00	28.00	26.40	19.80
15,001 – 16,000	56.80	44.80	37.20	35.00	29.80	28.00	21.00
16,001 – 17,000	60.20	47.60	39.40	37.20	31.60	29.80	22.40
17,001 – 18,000	63.60	50.20	41.60	39.20	33.40	31.40	23.60
18,001 – 19,000	67.00	53.00	43.80	41.40	35.20	33.20	24.80
19,001 – 20,000	70.40	55.60	46.00	43.40	36.80	34.80	26.00
20,001 – 21,000	73.80	58.40	48.40	45.60	38.80	36.40	27.40
21,001 – 22,000	77.20	61.00	50.40	47.60	40.40	38.00	28.60
22,001 – 23,000	81.60	64.60	53.40	50.40	42.80	40.40	30.20
23,001 – 24,000	85.20	67.40	55.80	52.60	44.80	42.00	31.60
24,001 – 25,000	88.40	69.80	57.80	54.60	46.40	43.60	32.80
25,001 – 26,000	92.00	72.80	60.20	56.80	48.20	45.40	34.00
26,001 – 27,000	95.20	75.20	62.40	58.80	50.00	47.00	35.20
27,001 – 28,000	98.80	78.00	64.60	61.00	51.80	48.80	36.60
28,001 – 29,000	102.00	80.60	66.80	63.00	53.60	50.40	37.80
29,001 – 30,000	105.60	83.40	69.20	65.20	55.40	52.20	39.20
30,001 – 31,000	108.80	86.00	71.20	67.20	57.20	53.80	40.40
31,001 – 32,000	112.40	88.80	73.60	69.40	59.00	55.60	41.60
32,001 – 33,000	117.00	92.40	76.60	72.20	61.40	57.80	43.40
33,001 – 34,000	120.20	95.00	78.60	74.20	63.00	59.40	44.60
34,001 – 35,000	123.80	97.80	81.00	76.40	65.00	61.20	45.80
35,001 – 36,000	127.00	100.40	83.20	78.40	66.60	62.80	47.00
36,001 – 37,000	130.60	103.20	85.40	80.60	68.60	64.40	48.40
37,001 – 38,000	133.80	105.80	87.60	82.60	70.20	66.00	49.60
38,001 – 39,000	137.40	108.60	89.80	84.80	72.00	67.80	50.80
39,001 – 40,000	140.60	111.20	92.00	86.80	73.80	69.40	52.00
40,001 – 41,000	144.20	114.00	94.40	89.00	75.60	71.20	53.40
41,001 – 42,000	148.80	117.60	97.40	91.80	78.00	73.40	55.00
42,001 – 43,000	152.00	120.00	99.40	93.80	79.80	75.00	56.20
43,001 – 44,000	155.60	122.80	101.80	96.00	81.60	76.80	57.60
44,001 – 45,000	158.80	125.40	103.80	98.00	83.40	78.40	58.80
45,001 – 46,000	162.40	128.20	106.20	100.20	85.20	80.20	60.20
46,001 – 47,000	165.60	130.80	108.40	102.20	86.80	81.80	61.40
47,001 – 48,000	169.20	133.60	110.60	104.40	88.80	83.60	62.60
48,001 – 49,000	172.40	136.20	112.80	106.40	90.40	85.20	63.80
49,001 – 50,000	176.00	139.00	115.20	108.60	92.40	86.80	65.20

## MOTORHOME/CAMPING AND SERVICE TRAILER COLLISION RATES

Original Cost New	50 Coll	100 Coll	200 Coll	250 Coll	350 Coll	500 Coll	1,000 Coll
50,001 – 51,000	179.20	141.60	117.20	110.60	94.00	88.40	66.40
51,001 – 52,000	183.80	145.20	120.20	113.40	96.40	90.80	68.00
52,001 – 53,000	187.20	148.00	122.60	115.60	98.20	92.40	69.40
53,001 – 54,000	190.60	150.60	124.60	117.60	100.00	94.00	70.60
54,001 – 55,000	194.00	153.40	127.00	119.80	101.80	95.80	71.80
55,001 – 56,000	197.40	156.00	129.20	121.80	103.60	97.40	73.00
56,001 – 57,000	200.80	158.80	131.40	124.00	105.40	99.20	74.40
57,001 – 58,000	204.20	161.20	133.60	126.00	107.20	100.80	75.60
58,001 – 59,000	207.60	164.00	135.80	128.20	109.00	102.60	77.00
59,001 – 60,000	211.00	166.60	138.00	130.20	110.60	104.20	78.20
60,001 – 61,000	214.40	169.40	140.40	132.40	112.60	106.00	79.40
61,001 – 62,000	219.00	173.00	143.40	135.20	115.00	108.20	81.20
62,001 – 63,000	222.20	175.60	145.40	137.20	116.60	109.80	82.40
63,001 – 64,000	225.80	178.40	147.80	139.40	118.40	111.60	83.60
64,001 – 65,000	229.00	181.00	149.80	141.40	120.20	113.20	84.80
65,001 – 66,000	232.60	183.80	152.20	143.60	122.00	114.80	86.20
66,001 – 67,000	235.80	186.40	154.40	145.60	123.80	116.40	87.40
67,001 – 68,000	239.40	189.20	156.60	147.80	125.60	118.20	88.60
68,001 – 69,000	242.60	191.80	158.80	149.80	127.40	119.80	89.80
69,001 – 70,000	246.20	194.60	161.20	152.00	129.20	121.60	91.20
70,001 – 71,000	250.80	198.20	164.00	154.80	131.60	123.80	92.80
71,001 – 72,000	254.00	200.80	166.20	156.80	133.20	125.40	94.00
72,001 – 73,000	257.60	203.60	168.60	159.00	135.20	127.20	95.40
73,001 – 74,000	260.80	206.00	170.60	161.00	136.80	128.80	96.60
74,001 – 75,000	264.60	208.80	173.00	163.20	138.80	130.60	98.00
75,001 – 76,000	267.60	211.40	175.20	165.20	140.40	132.20	99.20
76,001 – 77,000	271.20	214.20	177.40	167.40	142.20	134.00	100.40
77,001 – 78,000	274.40	216.80	179.60	169.40	144.00	135.60	101.60
78,001 – 79,000	278.00	219.60	181.80	171.60	145.80	137.20	103.00
79,001 – 80,000	281.20	222.20	184.00	173.60	147.60	138.80	104.20
80,001 – 81,000	285.80	225.80	187.00	176.40	150.00	141.20	105.80
81,001 – 82,000	289.40	228.60	189.40	178.60	151.80	142.80	107.20
82,001 – 83,000	292.60	231.20	191.40	180.60	153.60	144.40	108.40
83,001 – 84,000	296.20	234.00	193.80	182.80	155.40	146.20	109.60
84,001 – 85,000	299.40	236.60	195.80	184.80	157.00	147.80	110.80
85,001 – 86,000	303.00	239.40	198.20	187.00	159.00	149.60	112.20
86,001 – 87,000	306.20	242.00	200.40	189.00	160.60	151.20	113.40
87,001 – 88,000	309.80	244.80	202.60	191.20	162.60	153.00	114.80
88,001 – 89,000	313.00	247.20	204.80	193.20	164.20	154.60	116.00
89,001 – 90,000	316.60	250.20	207.20	195.40	166.00	156.40	117.20
90,001 – 91,000	321.00	253.60	210.00	198.20	168.40	158.60	119.00
91,001 – 92,000	324.40	256.20	212.20	200.20	170.20	160.20	120.20
92,001 – 93,000	327.80	259.00	214.60	202.40	172.00	162.00	121.40
93,001 – 94,000	331.20	261.60	216.60	204.40	173.80	163.60	122.60
94,001 – 95,000	334.60	264.40	219.00	206.60	175.60	165.20	124.00
95,001 – 96,000	338.00	267.00	221.20	208.60	177.40	166.80	125.20
96,001 – 97,000	341.40	269.80	223.40	210.80	179.20	168.60	126.40
97,001 – 98,000	344.80	272.40	225.60	212.80	180.80	170.20	127.60
98,001 – 99,000	348.40	275.20	228.00	215.00	182.80	172.00	129.00
99,001 – 100,000	352.80	278.80	230.80	217.80	185.20	174.20	130.60
Each add'l \$1,000	3.60	2.60	2.40	2.20	2.00	1.80	1.40

## ENDORSEMENT RATING SEQUENCE

Note: All premiums are rounded to the nearest dime after each calculation.

Step #	EXCESS ELECTRONIC EQUIPMENT (PP 03 13) COMPREHENSIVE INCREASED TRANSPORTATION EXPENSE (4022) NAMED INSURED EXTENSION OF COVERAGE ENDORSEMENT (1572) *round to the nearest dime after each step
1	Base Rate
2	No Continuous Insurance Surcharge (Crossroads Program Only)
3	Discounts
4	Loss Free Discount
5	Round to nearest dollar (.50 rounds up; .49 rounds down)

Step #	EXTENDED NON-OWNER COVERAGE – VEHICLES FURNISHED OR AVAILABLE FOR REGULAR USE (PP 03 06) *round to the nearest dime after each step
1	Base Rate
2	Increased Limits Factor
3	No Continuous Insurance Surcharge (Crossroads Program Only)
4	Discounts
5	Number of Individuals
6	Loss Free Discount
7	Round to nearest dollar (.50 rounds up; .49 rounds down)

Step #	EXCESS CUSTOM EQUIPMENT COVERAGE (PP 03 18)
1	Cost Per 100 – Round to nearest 100
2	Base Rate (Page 2) X Cost
3	Round to nearest dollar (.50 rounds up; .49 rounds down)

## ENDORSEMENT RATES

### ACCIDENTAL DEATH BENEFIT – FORM 1614

Limit	Annual Rate
\$ 5,000	\$4.00
\$10,000	\$8.00

### ADDITIONAL INSURED – DESIGNATED PERSON OR ORGANIZATION – FORM 1615

Annual Rate – \$20.00 per unit

### AUTO GUARD – FORM 1608

Annual Rate – \$20.00 per unit

### AUTO LOAN/LEASE COVERAGE – FORM PP 03 35

5% of the Comprehensive and Collision coverage premiums after application of any surcharges or discounts.

### COMPREHENSIVE INCREASED TRANSPORTATION EXPENSE – FORM 4022

Annual Rate – \$40.00 per unit

### EXCESS CUSTOM EQUIPMENT COVERAGE – FORM PP 03 18

Annual Rate – \$2.00 per \$100

### EXCESS ELECTRONIC EQUIPMENT COVERAGE – FORM PP 03 13

Amount of Insurance	Annual Rate
\$ 0 – 250	\$ 20.00
251 – 500	32.00
501 – 1,000	56.00
1,001 – 2,500	124.00
2,501 – 4,000	188.00

### EXTENDED NON-OWNER COVERAGE – VEHICLES FURNISHED OR AVAILABLE FOR REGULAR USE – FORM PP 03 06

#### Annual Rates

	<b>Bodily Injury</b>		<b>Property Damage</b>	
	\$25,000/50,000		\$25,000	
	\$20.00		\$8.00	
<b>Medical Payments</b>	<b>\$2,000</b>	<b>\$5,000</b>	<b>\$10,000</b>	<b>\$25,000</b>
Rate per person	\$4.00	\$8.00	\$12.00	\$16.00

Limits must be same as base policy.



### NAMED INSURED'S EXTENSION OF COVERAGE – FORM 1572

Named Insured's Policy Limits

<b>Bodily Injury</b>	<b>Property Damage</b>	<b>Annual Rate</b>
To \$25/50,000	\$100,000	\$ 4.00
To \$50/100,000	100,000	8.00
To \$100/300,000	100,000	12.00
Over \$100/300,000	100,000	16.00

### NAMED NON-OWNER COVERAGE – FORM PP 03 22

The annual rate for bodily injury, property damage, medical payments, uninsured/underinsured motorist coverage is half the adult pleasure rate for the territory in which the insured resides.

### REPLACEMENT COST COVERAGE ON NEW AUTOS – FORM 1607

10% of the Comprehensive and Collision coverage premiums after application of any surcharges or discounts.

### REPLACEMENT COST FOR MECHANICAL PARTS – HYBRID TYPE VEHICLES – FORM 4021

Annual Rate – \$20.00 per unit

### YOUNG ADULT PROTECTION PLUS – FORM 4023

Annual Rate – \$50.00 for first unit  
\$20 each additional unit

<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	PPA		
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN		

## Supporting Document Schedules

		Item Status:	Status Date:
Satisfied - Item:	80 Filing Description/Cover Letter/NAIC Transmittal		
Comments:			
Attachment(s):			
IN Private Passenger Auto Expl Memo 2012.pdf			

		Item Status:	Status Date:
Satisfied - Item:	81 Rate Requirements- All Private Passenger Auto and Homeowners Increases/Decreases		
Comments:			
Attachment(s):			
IN Rate Indication Summary.pdf			
IN PPA LE by Coverage.pdf			
IN Actuarial Memorandum.pdf			

		Item Status:	Status Date:
Satisfied - Item:	Exhibits and Attachments		
Comments:			
Attachment(s):			
IN PPA Ex 1.pdf			
PPA Class Report Ex 2.pdf			
PPA FSL Report Ex 3.pdf			
PPA RSL Report Ex 4.pdf			
IN PPA Territory Revisions.pdf			

		Item Status:	Status Date:
Satisfied - Item:	Manual Page Revisions		
Comments:			

<b>State:</b>	Indiana	<b>First Filing Company:</b>	The Farmers Automobile Insurance Association, ...
<b>TOI/Sub-TOI:</b>	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
<b>Product Name:</b>	PPA		
<b>Project Name/Number:</b>	PPA Revision/P-12-230 IN & F-12-66 IN		

Attachment(s):

IN AUTO MANUAL CHG 11-14-12.pdf

**Item Status:**

**Status Date:**

Satisfied - Item:

Side-by-Side Comparison of Revisions

Comments:

Attachment(s):

Indiana PPA Board Proposal 11 12.pdf

**Item Status:**

**Status Date:**

Satisfied - Item:

Response to Objection

Comments:

Attachment(s):

Indiana Response.pdf

Indiana PPA Rate Capping Objection Response 2012-06.pdf

**Item Status:**

**Status Date:**

Satisfied - Item:

Response to 12/14/12 Objection

Comments:

Attachment(s):

Indiana Objection Response 2013-01-07.pdf

Explanatory Memorandum - Indiana  
Private Passenger Auto  
The Farmers Automobile Insurance Association  
Pekin Insurance Company

- 1) Modify increased limit factors for liability coverages – Analyzed experience and competitors' rates for increased limit factors.
  - a. Increase the factor for \$10,000 of Medical Payment coverage from 1.40 to 1.60.  
Increase the factor for \$25,000 of Medical Payment coverage from 1.90 to 2.40.
  - b. Revise Uninsured Motorists' tables. Our current rates have the same rate for more coverage; this proposal starts to correct this. Changes limited to +/- 10%.
  - c. Revise Underinsured Motorists' tables. We currently undercharge higher limits based on competitive analysis. UIM has not been profitable in general. Changes limited to +/- 15%.
- 2) Modify deductible relativities for collision coverage - Analyzed experience and competitors' rates for higher deductibles. Increase Collision deductible factors for deductibles \$350 and over. The larger deductibles have poor experience and are too large of a discount compared to the competition. See Exhibit 1.
- 3) Class factor changes. See Exhibit 2.
  - a. Increase the classification factors 8% for unmarried females under 21. We have a 79% loss ratio for these classes over the last 4 years.
  - b. Increase the classification factors 7% for drivers age 80+. We have an 80% loss ratio for these classes over the last 4 years.
  - c. Increase the classification factors 4% for drivers age 70-79. We have a 73% loss ratio for these classes over the last 4 years.
  - d. Decrease the classification factors 5% for unmarried males age 21-24. We have a 52% loss ratio for these classes over the last 4 years.
- 4) Revise FSL factors based on loss experience. See Exhibit 3.
  - a. FSL 7 will increase 5% in all plans the 5 year loss ratio is 77%.
  - b. FSL 8 will increase 5% in all plans the 5 year loss ratio is 73%.
  - c. FSL 9 will increase 5% in all plans the 5 year loss ratio is 76%



- 5) ISO liability symbols – In 2011 we adopted the ISO liability symbols for both BI/PD and Med Pay. We limited the changes to +/- 5% last year. The proposal now changes the factors an additional +/- 5% so our factors range from .90 to 1.10.

BI & PD Symbol	Example Car	ISO Factor	Pekin Factor
280 & Below	BMW Z4	0.80	0.90
285	Toyota Matrix	0.85	0.90
290	Jaguar S-Type	0.90	0.90
295	Dodge Grand Caravan	0.95	0.95
300	Hyundai Sonata	1.00	1.00
305	Jeep Wrangler	1.05	1.05
310	Ford Explorer	1.10	1.10
315	Cadillac Escalade	1.15	1.10
320	Chevrolet Avalanche	1.20	1.10
325 & Above	Hummer H2	1.25	1.10

- 6) Risk Score – See Exhibit 4.
- Risk level 8 factors will increase 5% overall, although coverage level factors may vary.
  - Risk level 9 factors will increase 5% overall, although coverage level factors may vary.
  - Risk level 10 factors will increase 8% overall, although coverage level factors may vary.
  - Increase the weight given to new business from 0 to 10. First year renewals weight will remain 15. This will improve competitiveness on new business by making more new quotes qualify in levels 1-3 and fewer qualify in levels 8-10.
- 7) For Crossroads only, increase the amount of surcharge for each accident level by 5 percentage points. Our surcharge table in Crossroads has lower accident surcharges than VIP. This causes situations where VIP is more expensive than Crossroads. Our preliminary feedback is that we are more competitive on Non-standard risks with multiple accidents which may lead to adverse selection.
- 8) For Crossroads only, increase the amount of surcharge for each violation level by 5 percentage points. Our surcharge table in Crossroads has lower violation surcharges than VIP.
- 9) Introduce a 5% Homeownership discount in VIP and Preferred. This discount is currently only available in Crossroads.
- 10) Introduce a rate capping mechanism for Personal Auto that is similar to the mechanism in Homeowners. The cap will limit increases to 15%. This follows the procedure in the Homeowners line-of-business that was previously approved in SERFF Filing PKNS-128304880 with a disposition date of June 7, 2012.

11) Territory revisions, see attached Territory Revisions Attachment.

12) Revise Base Rates:

	VIP	Preferred	Crossroads
Bodily Injury	-3.0%	-0.9%	-9.4%
Property Damage	3.8%	0.9%	-8.5%
Medical Payments	3.3%	-1.3%	-6.1%
Uninsured Motorist	0.0%	0.0%	0.0%
Underinsured Motorist	-1.1%	-1.1%	43.9%
Collision	-2.9%	-5.3%	-6.0%
Comprehensive	6.5%	1.3%	-9.1%
ERS	0.0%	0.0%	0.0%

13) Overall by coverage change. Overall change 4.0%. See LE by Coverage in Supporting Documentation Tab.

	VIP	Preferred	Crossroads
Bodily Injury	0.1%	4.1%	3.9%
Property Damage	5.8%	5.1%	0.3%
Medical Payments	6.7%	6.1%	0.2%
Uninsured Motorist	1.5%	1.0%	0.5%
Underinsured Motorist	3.1%	3.0%	51.0%
Collision	6.1%	5.1%	8.5%
Comprehensive	6.1%	4.0%	-6.0%
Emergency Roadside Service	0.0%	0.0%	0.0%
Total	3.9%	4.3%	4.2%

## 2012 Personal Auto VIP Rate Indication

### Liability Combined

	IN
Credibility Indicated Change (70.4% TLR)	2.6%
Proposed Changes	
Liability Combined	2.8%
Bodily Injury	0.1%
Property Damage	5.8%
Medical Payments	6.7%
UM/UIM	2.5%

### Physical Damage Combined

	IN
Credibility Indicated Change (71% TLR)	5.6%
Proposed Changes	
Physical Damage Combined	5.9%
Collision	6.1%
Comprehensive	6.1%
ERS	0.0%

### Total

	IN
Credibility Indicated Change	3.9%
Proposed Change	3.9%

## 2012 Personal Auto Crossroads Rate Indication

### Liability Combined

	IN
Credibility Indicated Change (71.2% TLR)	10.6%
Proposed Changes	
Liability Combined	4.8%
Bodily Injury	3.9%
Property Damage	0.3%
Medical Payments	0.2%
UM/UIM	33.7%

### Physical Damage Combined

	IN
Credibility Indicated Change (70.1% TLR)	-1.0%
Proposed Changes	
Physical Damage Combined	3.4%
Collision	8.5%
Comprehensive	-6.0%
ERS	0.0%

### Total

	IN
Credibility Indicated Change	6.1%
Proposed Change	4.2%

# 2012 Personal Auto Preferred Rate Indication

## Liability Combined

IN

Credibility Indicated Change (65.6% TLR)	-16.5%
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## Proposed Changes

Liability Combined	4.4%
Bodily Injury	4.1%
Property Damage	5.1%
Medical Payments	6.1%
UM/UIM	2.2%

## Physical Damage Combined

IN

Credibility Indicated Change (63.8% TLR)	-3.5%
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## Proposed Changes

Physical Damage Combined	4.5%
Collision	5.1%
Comprehensive	4.0%
ERS	0.0%

## Total

IN

Credibility Indicated Change	-11.5%
Proposed Change	4.3%

PPA Loss Experience by Coverage  
Indiana - Plans Combined

	Exposures	Premium Written	Premium Earned	Incurred Losses	Earned to Incurred Loss Ratio
<b>BI</b>					
2009 developed to 09/12	48,619	\$6,443,691	\$6,193,312	\$5,163,711	83.4%
2010 developed to 09/12	54,413	\$7,433,652	\$6,499,733	\$5,701,733	87.7%
2011 developed to 09/12	49,291	\$6,897,020	\$6,857,977	\$5,613,295	81.9%
3 Year Total	152,323	20,774,363	19,551,022	16,478,739	84.3%
<b>PD</b>					
2009 developed to 09/12	48,452	\$4,260,767	\$4,169,979	\$3,874,516	92.9%
2010 developed to 09/12	54,183	\$4,882,848	\$4,262,132	\$3,937,407	92.4%
2011 developed to 09/12	49,078	\$4,663,367	\$4,615,139	\$3,962,021	85.8%
3 Year Total	151,713	13,806,982	13,047,250	11,773,944	90.2%
<b>MP</b>					
2009 developed to 09/12	47,935	\$1,307,894	\$1,277,233	\$915,313	71.7%
2010 developed to 09/12	53,665	\$1,521,469	\$1,316,866	\$961,816	73.0%
2011 developed to 09/12	48,610	\$1,479,607	\$1,460,045	\$1,082,590	74.1%
3 Year Total	150,210	4,308,970	4,054,144	2,959,719	73.0%
<b>COMP</b>					
2009 developed to 09/12	35,609	\$4,608,651	\$4,588,929	\$2,566,109	55.9%
2010 developed to 09/12	40,164	\$4,885,484	\$4,529,112	\$1,962,722	43.3%
2011 developed to 09/12	36,970	\$4,102,174	\$4,061,657	\$2,824,684	69.5%
3 Year Total	112,743	13,596,309	13,179,698	7,353,515	55.8%
<b>COLL</b>					
2009 developed to 09/12	33,570	\$6,487,278	\$6,465,978	\$4,105,004	63.5%
2010 developed to 09/12	37,825	\$7,163,627	\$6,467,663	\$4,456,430	68.9%
2011 developed to 09/12	34,865	\$6,368,494	\$6,278,786	\$4,504,187	71.7%
3 Year Total	106,260	20,019,399	19,212,427	13,065,621	68.0%
<b>UM</b>					
2009 developed to 09/12	96,200	\$1,207,401	\$1,203,874	\$558,331	46.4%
2010 developed to 09/12	107,622	\$1,351,672	\$1,204,154	\$716,191	59.5%
2011 developed to 09/12	97,506	\$1,230,314	\$1,215,449	\$654,590	53.9%
3 Year Total	301,328	3,789,387	3,623,477	1,929,112	53.2%
<b>UIM</b>					
2009 developed to 09/12	48,164	\$952,749	\$945,462	\$855,505	90.5%
2010 developed to 09/12	53,906	\$1,068,250	\$950,963	\$732,573	77.0%
2011 developed to 09/12	48,840	\$973,698	\$960,912	\$705,480	73.4%
3 Year Total	150,910	2,994,697	2,857,337	2,293,558	80.3%
<b>ERS</b>					
2009 developed to 09/12	34,901	\$306,038	\$275,848	\$42,558	15.4%
2010 developed to 09/12	39,396	\$370,168	\$327,876	\$62,719	19.1%
2011 developed to 09/12	36,293	\$340,613	\$325,181	\$63,873	19.6%
3 Year Total	110,590	1,016,819	928,905	169,150	18.2%
<b>TOTAL</b>					
2009 developed to 09/12	393,450	\$25,574,469	\$25,120,615	18,081,047	72.0%
2010 developed to 09/12	441,174	\$28,677,170	\$25,558,499	18,531,591	72.5%
2011 developed to 09/12	401,453	\$26,055,287	\$25,775,146	19,410,720	75.3%
3 Year Total	1,236,077	80,306,926	76,454,260	56,023,358	73.3%

## States Combined - Plans Combined

	Exposures	Premium Written	Premium Earned	Incurred Losses	Earned to Incurred Loss Ratio
<b>BI</b>					
2009 developed to 09/12	287,125	\$39,182,239	\$37,448,817	\$29,089,996	77.7%
2010 developed to 09/12	329,720	\$45,857,414	\$40,069,641	\$32,487,369	81.1%
2011 developed to 09/12	318,465	\$44,472,957	\$43,780,919	\$36,361,944	83.1%
3 Year Total	935,310	129,512,610	121,299,377	97,939,309	80.7%
<b>PD</b>					
2009 developed to 09/12	285,972	\$23,958,206	\$23,287,590	\$19,555,136	84.0%
2010 developed to 09/12	328,125	\$27,737,274	\$24,288,779	\$21,751,949	89.6%
2011 developed to 09/12	316,816	\$27,130,576	\$26,267,298	\$22,648,539	86.2%
3 Year Total	930,913	78,826,056	73,843,667	63,955,624	86.6%
<b>MP</b>					
2009 developed to 09/12	282,375	\$6,982,881	\$6,761,306	\$4,890,944	72.3%
2010 developed to 09/12	323,478	\$8,530,208	\$7,324,126	\$5,718,271	78.1%
2011 developed to 09/12	312,408	\$8,549,794	\$8,257,285	\$6,800,565	82.4%
3 Year Total	918,261	24,062,883	22,342,717	17,409,780	77.9%
<b>COMP</b>					
2009 developed to 09/12	226,694	\$29,320,922	\$28,734,550	\$16,967,167	59.0%
2010 developed to 09/12	261,698	\$32,490,971	\$29,622,443	\$17,696,380	59.7%
2011 developed to 09/12	256,025	\$29,993,470	\$28,648,059	\$22,297,881	77.8%
3 Year Total	744,417	91,805,363	87,005,052	56,961,428	65.5%
<b>COLL</b>					
2009 developed to 09/12	212,488	\$38,672,105	\$37,912,370	\$23,988,825	63.3%
2010 developed to 09/12	245,112	\$44,559,404	\$39,604,420	\$26,889,257	67.9%
2011 developed to 09/12	240,306	\$43,585,339	\$41,408,377	\$28,604,104	69.1%
3 Year Total	697,906	126,816,848	118,925,167	79,482,186	66.8%
<b>UM</b>					
2009 developed to 09/12	357,563	\$5,218,337	\$5,069,842	\$2,299,113	45.3%
2010 developed to 09/12	410,999	\$6,405,595	\$5,606,485	\$2,200,371	39.2%
2011 developed to 09/12	394,944	\$6,218,049	\$5,969,924	\$2,685,386	45.0%
3 Year Total	1,163,506	17,841,981	16,646,251	7,184,870	43.2%
<b>UIM</b>					
2009 developed to 09/12	283,825	\$6,007,137	\$5,751,767	\$4,782,434	83.1%
2010 developed to 09/12	326,946	\$7,867,722	\$6,807,421	\$5,253,680	77.2%
2011 developed to 09/12	315,687	\$7,636,640	\$7,340,772	\$6,431,562	87.6%
3 Year Total	926,458	21,511,499	19,899,960	16,467,676	82.8%
<b>ERS</b>					
2009 developed to 09/12	223,416	\$1,963,494	\$1,740,042	\$437,731	25.2%
2010 developed to 09/12	257,612	\$2,427,728	\$2,139,169	\$562,401	26.3%
2011 developed to 09/12	251,445	\$2,371,966	\$2,259,135	\$566,477	25.1%
3 Year Total	732,473	6,763,188	6,138,346	1,566,609	25.5%
<b>TOTAL</b>					
2009 developed to 09/12	2,159,458	\$151,305,321	\$146,706,284	\$102,396,161	69.8%
2010 developed to 09/12	2,483,690	\$175,876,316	\$155,462,484	\$112,880,815	72.6%
2011 developed to 09/12	2,406,096	\$169,958,791	\$163,931,769	\$126,831,047	77.4%
3 Year Total	7,049,244	497,140,428	466,100,537	342,108,023	73.4%

Actuarial Memorandum

2011 Annual Statement Net Loss Ratio – Pekin Insurance Company - 89.0%

The Farmers Automobile Insurance Association – 89.0%

2011 Indicated Loss Ratio – Pekin Insurance Company – 67.0%

The Farmers Automobile Insurance Association – 71.3%



Exhibit 1

Personal Auto Collision Deductible Loss Experience Report

5 Year Total States Combined					
Deductible	Written Exposures	% of Total	Written Premium	Incurred Loss	Loss Ratio
50	440	0.0%	141,760	179,830	126.9%
100	19,588	1.8%	4,293,392	2,008,499	46.8%
200	75,861	6.9%	14,857,548	7,696,343	51.8%
250	178,094	16.1%	35,004,092	20,745,514	59.3%
350	36,472	3.3%	6,285,213	4,072,762	64.8%
500	696,044	62.9%	127,220,406	89,768,778	70.6%
1000	99,989	9.0%	14,399,755	11,938,429	82.9%
Total	1,106,488	100.0%	202,202,166	136,410,155	67.5%
Indiana					
Deductible	Written Exposures	% of Total	Written Premium	Incurred Loss	Loss Ratio
50	39	0.0%	9,632	7,414	77.0%
100	2,655	1.5%	649,699	300,796	46.3%
200	6,465	3.7%	1,388,138	561,462	40.4%
250	22,317	12.9%	4,982,216	2,737,670	54.9%
350	2,524	1.5%	460,662	315,376	68.5%
500	122,038	70.3%	23,332,488	16,509,806	70.8%
1000	17,556	10.1%	2,572,161	2,282,227	88.7%
Total	173,594	100.0%	33,394,996	22,714,751	68.0%

## Private Passenger Loss Experience by Class

## Plans Combined

## States Combined

ID	Category	4 Year Total			2011 @ 12/2011			2010 @ 12/2011			2009 @ 12/2011			2008 @ 12/2011		
		UNIT COUNT	LOSS %	RATIO	UNIT COUNT	LOSS %	RATIO	UNIT COUNT	LOSS %	RATIO	UNIT COUNT	LOSS %	RATIO	UNIT COUNT	LOSS %	RATIO
1	Pleasure Use	296,824	25.1%	71.1%	74,124	24.4%	71.3%	79,520	24.9%	61.4%	70,049	24.9%	72.7%	73,131	26.3%	79.7%
2	Pleasure Use Low Mileage	405,133	34.4%	67.1%	113,244	37.2%	71.9%	111,115	34.8%	67.2%	94,275	33.6%	62.9%	86,499	31.1%	65.0%
3	Work Use 3-14 miles	260,864	22.1%	66.8%	69,976	23.0%	65.7%	71,101	22.3%	68.3%	60,712	21.6%	66.9%	59,075	21.2%	66.2%
4	Work Use 15+ miles	81,836	7.0%	63.0%	18,976	6.2%	63.5%	21,670	6.8%	54.4%	20,218	7.2%	64.9%	20,972	7.5%	69.6%
5	Business Use	22,547	1.9%	64.7%	5,499	1.8%	59.8%	5,900	1.8%	78.4%	5,523	2.0%	61.8%	5,625	2.0%	58.0%
6	Farm Use	28,267	2.4%	76.4%	6,088	2.0%	80.2%	7,299	2.3%	84.0%	7,084	2.5%	83.9%	7,796	2.8%	59.5%
7	Sub-total All Drivers 25 & Over	1,095,471	90.8%	68.3%	287,907	91.2%	70.9%	296,605	90.7%	65.3%	257,861	90.6%	67.7%	253,098	90.5%	69.7%
8	Married Male Under 21	82	0.0%	79.8%	20	0.0%	167.6%	22	0.0%	62.7%	21	0.0%	53.0%	19	0.0%	36.7%
9	Married Male 21 or 22	374	0.0%	70.3%	98	0.0%	38.8%	90	0.0%	90.8%	90	0.0%	136.8%	96	0.0%	21.0%
10	Married Male 23 or 24	1,137	0.1%	54.8%	289	0.1%	16.4%	301	0.1%	63.8%	272	0.1%	48.1%	275	0.1%	91.8%
11	Sub-total Married Male	1,593	0.1%	60.7%	407	0.1%	33.2%	413	0.1%	69.9%	383	0.1%	71.1%	390	0.1%	69.4%
12	Unmarried Female under 21 occas.	6,998	0.6%	93.5%	1,686	0.6%	100.6%	1,886	0.6%	66.3%	1,737	0.6%	85.6%	1,689	0.6%	124.9%
13	Unmarried Female under 21 princ.	29,513	2.5%	75.4%	6,723	2.2%	66.3%	7,808	2.4%	82.3%	7,371	2.6%	81.3%	7,611	2.7%	70.6%
14	Sub-total Single Female under 21	36,511	3.1%	79.0%	8,409	2.8%	73.6%	9,694	3.0%	79.0%	9,108	3.2%	82.1%	9,300	3.3%	80.8%
15	Unmarried Female 21-24 occas.	1,579	0.1%	82.0%	428	0.1%	59.7%	462	0.1%	84.2%	344	0.1%	95.2%	345	0.1%	93.7%
16	Unmarried Female 21-24 princ.	16,781	1.4%	65.2%	4,378	1.4%	88.9%	4,688	1.5%	62.8%	3,944	1.4%	58.9%	3,771	1.4%	47.2%
17	Sub-total Single Female 21-24	18,360	1.6%	66.5%	4,806	1.6%	86.3%	5,150	1.6%	64.7%	4,288	1.5%	61.7%	4,116	1.5%	50.8%
18	Unmarried Male under 21 occas.	7,530	0.6%	65.2%	1,783	0.6%	74.6%	2,027	0.6%	69.1%	1,877	0.7%	64.2%	1,843	0.7%	52.6%
19	Unmarried Male under 21 princ.	29,099	2.5%	56.0%	6,835	2.2%	50.0%	7,875	2.5%	50.9%	7,192	2.6%	64.5%	7,197	2.6%	58.6%
20	Sub-total Single Male under 21	36,629	3.1%	57.9%	8,618	2.8%	55.1%	9,902	3.1%	54.7%	9,069	3.2%	64.4%	9,040	3.3%	57.4%
21	Unmarried Male 21-24 occas.	1,404	0.1%	51.4%	404	0.1%	58.4%	412	0.1%	48.9%	294	0.1%	58.7%	294	0.1%	37.7%
22	Unmarried Male 21-24 princ.	14,673	1.2%	52.1%	3,972	1.3%	46.9%	4,153	1.3%	54.3%	3,316	1.2%	47.0%	3,232	1.2%	60.8%
23	Sub-total Single Male 21-24	16,077	1.4%	52.1%	4,376	1.4%	48.0%	4,565	1.4%	53.8%	3,610	1.3%	48.0%	3,526	1.3%	59.1%
24	Sub-total All Drivers Under 25	109,170	9.2%	65.2%	26,616	8.8%	64.4%	29,724	9.3%	64.2%	26,458	9.4%	68.0%	26,372	9.5%	64.5%
25	Adult Age 25-44	261,514	22.3%	68.4%	59,740	19.6%	71.0%	67,157	21.0%	63.8%	64,844	23.1%	67.0%	69,773	25.1%	71.8%
26	Adult Age 45-49	131,149	11.1%	69.6%	31,185	10.3%	63.8%	34,684	10.9%	66.4%	32,259	11.5%	69.1%	33,021	11.9%	78.9%
27	Adult Age 50-55	172,702	14.6%	67.0%	46,097	15.2%	76.9%	47,394	14.8%	56.0%	40,444	14.4%	68.6%	38,767	13.9%	67.1%
28	Adult Age 56-69	325,680	27.7%	64.6%	91,593	30.1%	65.7%	90,416	28.3%	66.5%	74,218	26.4%	64.4%	69,453	25.0%	60.6%
29	Adult Age 70-79	133,073	11.3%	72.5%	35,621	11.7%	78.3%	36,409	11.4%	72.1%	31,183	11.1%	61.7%	29,860	10.7%	77.1%
30	Adult Age 80+	49,470	4.2%	80.2%	13,285	4.4%	79.9%	13,748	4.3%	75.6%	11,562	4.1%	96.3%	10,875	3.9%	69.4%
31	All Drivers Under 25	109,170	9.2%	65.2%	26,616	8.8%	64.4%	29,724	9.3%	64.2%	26,458	9.4%	68.0%	26,372	9.5%	64.5%
32	GRAND TOTAL	1,204,641	100.0%	67.8%	314,523	100.0%	69.8%	326,329	100.0%	65.1%	284,319	100.0%	67.7%	279,470	100.0%	68.9%

## Exhibit 3

## Financial Stability Level Report

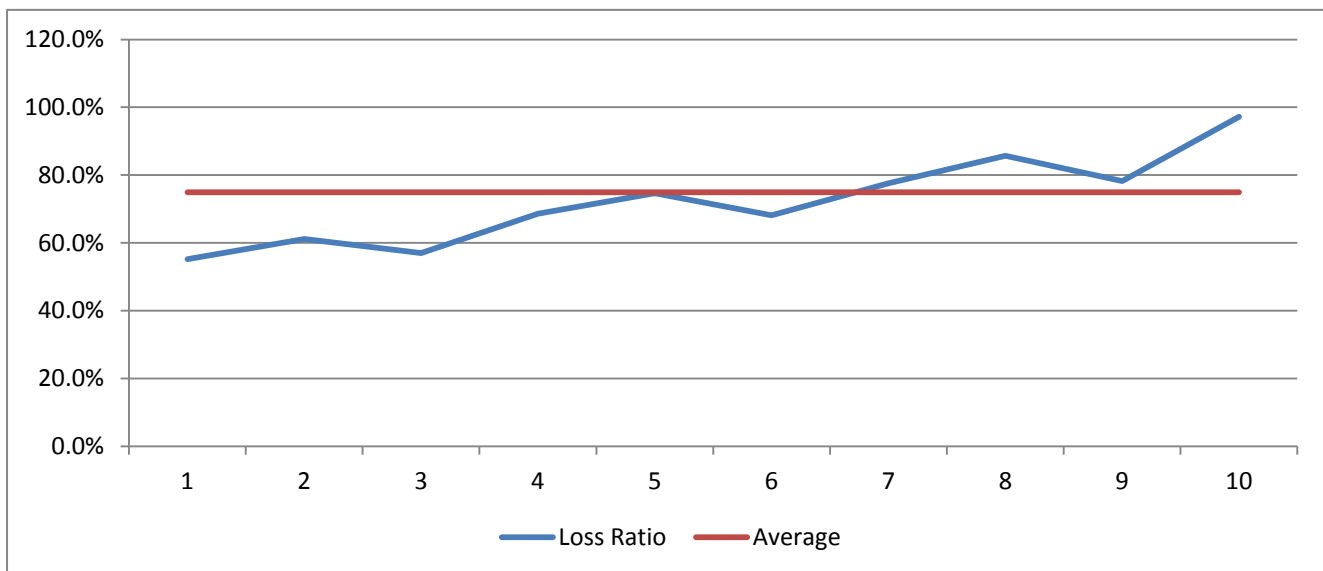
## Personal Auto - States Combined

## 5 Year Total

FSL	<u>LEVEL 1</u>	<u>LEVEL 2</u>	<u>LEVEL 3</u>	<u>LEVEL 4</u>	<u>LEVEL 5</u>	<u>LEVEL 6</u>	<u>LEVEL 7</u>	<u>LEVEL 8</u>	<u>LEVEL 9</u>	<u>OTHER</u>	<u>OTHER</u>	<u>OTHER</u>	<u>TOTAL</u>
CREDIT SCORE	875+	825-874	775-824	748-774	710-747	656-709	600-655	560-599	below 559	No Score	No Hit	Other	
Plans Combined													
% EXPOSURES	16.3%	19.4%	16.2%	7.9%	10.6%	11.3%	8.4%	4.0%	2.4%	1.1%	1.8%	0.7%	100.0%
LOSS RATIO	68%	68%	70%	69%	69%	68%	77%	73%	76%	67%	67%	68%	70%
AVE. PREMIUM	\$56.88	\$61.47	\$66.05	\$69.84	\$72.99	\$78.06	\$80.89	\$86.99	\$94.85	\$69.88	\$73.32	\$100.13	\$69.26
LOSS FREQUENCY	1.59%	1.67%	1.83%	1.86%	1.92%	2.04%	2.19%	2.41%	2.77%	1.64%	1.49%	1.76%	1.86%
AVE. CLAIM COST	\$2,425	\$2,505	\$2,534	\$2,585	\$2,618	\$2,618	\$2,832	\$2,616	\$2,622	\$2,871	\$3,305	\$3,858	\$2,598
LOSS COST	\$38.55	\$41.72	\$46.25	\$48.03	\$50.32	\$53.37	\$62.00	\$63.11	\$72.50	\$47.11	\$49.16	\$67.99	\$48.34
LOSS COST RELATIVITY	73%	79%	87%	90%	95%	101%	117%	119%	137%	89%	93%	128%	
CURRENT VIP/PREF RATING	-30%	-25%	-20%	-15%	-5%/-10%	BASE	+10%/BASE	+20%/+15%	+30%/+25%	BASE	BASE	BASE	
CURRENT PIC RATING	-25%	-20%	-20%	-15%	-10%	BASE	BASE	+5%	+15%	BASE	BASE	BASE	
VIP													
% EXPOSURES	15.9%	19.7%	16.8%	8.3%	11.1%	11.7%	8.6%	3.7%	1.8%	1.0%	1.6%	0.2%	100.0%
LOSS RATIO	69%	68%	71%	73%	71%	69%	77%	71%	76%	73%	61%	451%	71%
AVE. PREMIUM	\$54.80	\$59.73	\$64.29	\$67.90	\$71.09	\$76.11	\$78.75	\$84.03	\$88.23	\$66.97	\$69.79	\$7.81	\$66.72
LOSS FREQUENCY	1.56%	1.65%	1.82%	1.85%	1.92%	2.03%	2.17%	2.40%	2.72%	1.64%	1.49%	1.49%	1.84%
AVE. CLAIM COST	\$2,435	\$2,444	\$2,501	\$2,663	\$2,615	\$2,566	\$2,787	\$2,502	\$2,477	\$2,991	\$2,874	\$2,364	\$2,554
LOSS COST	\$38.00	\$40.37	\$45.42	\$49.23	\$50.23	\$52.18	\$60.54	\$60.02	\$67.45	\$49.05	\$42.90	\$35.23	\$47.08
LOSS COST RELATIVITY	72%	77%	86%	94%	96%	99%	115%	114%	128%	93%	82%	67%	
CURRENT RATING	-30%	-25%	-20%	-15%	-5%	BASE	+10%	+20%	+30%	BASE	BASE	BASE	
PROPOSED RATING	-30%	-25%	-20%	-15%	-5%	BASE	+15%	+25%	+35%	BASE	BASE	BASE	
Preferred													
% EXPOSURES	23.3%	21.0%	14.8%	6.7%	8.8%	9.3%	5.9%	2.9%	1.8%	1.7%	3.5%	0.3%	100.0%
LOSS RATIO	57%	61%	63%	45%	57%	54%	77%	60%	87%	27%	90%	58%	60%
AVE. PREMIUM	\$62.46	\$65.69	\$70.67	\$75.31	\$77.18	\$80.50	\$80.84	\$86.52	\$89.98	\$73.01	\$74.62	\$90.84	\$71.16
LOSS FREQUENCY	1.68%	1.68%	1.81%	1.83%	1.84%	1.88%	2.21%	2.28%	2.94%	1.24%	1.31%	2.11%	1.79%
AVE. CLAIM COST	\$2,136	\$2,390	\$2,457	\$1,834	\$2,414	\$2,302	\$2,813	\$2,280	\$2,676	\$1,582	\$5,112	\$2,515	\$2,395
LOSS COST	\$35.91	\$40.07	\$44.38	\$33.58	\$44.35	\$43.22	\$62.13	\$52.00	\$78.54	\$19.55	\$67.22	\$52.98	\$42.94
LOSS COST RELATIVITY	69%	77%	85%	65%	85%	83%	120%	100%	151%	38%	129%	102%	
CURRENT RATING	-30%	-25%	-20%	-15%	-10%	BASE	BASE	+15%	+25%	BASE	BASE	BASE	
PROPOSED RATING	-30%	-25%	-20%	-15%	-10%	BASE	+5%	+20%	+30%	BASE	BASE	BASE	
Crossroads													
% EXPOSURES	9.6%	11.7%	9.2%	4.8%	6.6%	8.9%	10.7%	14.2%	1.4%	2.4%	10.5%	100.0%	100.0%
LOSS RATIO	77%	89%	74%	51%	61%	87%	83%	74%	97%	59%	63%	75%	68%
AVE. PREMIUM	\$83.78	\$92.03	\$101.06	\$106.57	\$111.25	\$112.44	\$102.81	\$108.61	\$93.38	\$104.40	\$121.71	\$104.49	\$107.24
LOSS FREQUENCY	1.91%	1.99%	2.14%	2.19%	2.18%	2.45%	2.55%	2.80%	2.60%	1.90%	1.80%	2.26%	2.19%
AVE. CLAIM COST	\$3,387	\$4,128	\$3,512	\$2,495	\$3,111	\$3,978	\$3,329	\$2,875	\$3,496	\$3,233	\$4,228	\$3,444	\$3,351
LOSS COST	\$64.70	\$82.28	\$74.98	\$54.70	\$67.84	\$97.56	\$85.05	\$80.60	\$90.80	\$61.50	\$76.31	\$77.92	\$73.38
LOSS COST RELATIVITY	83%	106%	97%	70%	87%	126%	110%	104%	117%	79%	98%	100%	
CURRENT RATING	-25%	-20%	-20%	-15%	-10%	BASE	BASE	+5%	+15%	BASE	BASE	BASE	
PROPOSED RATING	-25%	-20%	-20%	-15%	-10%	BASE	+5%	+10%	+20%	BASE	BASE	BASE	

## Risk Score Analysis

Risk Level	Earned Premium	States Combined			Incurred Loss	Loss Ratio	Average Premium
		Earned Exposures-New	Earned Exposures-Renewal	Earned Exposures			
1	6,530,845	421	16,045	16,466	3,603,684	55.2%	397
2	7,350,016	999	16,106	17,105	4,496,019	61.2%	430
3	6,396,092	1,609	12,722	14,331	3,646,197	57.0%	446
4	8,673,248	2,329	15,921	18,249	5,951,540	68.6%	475
5	9,496,309	3,177	15,864	19,041	7,085,868	74.6%	499
6	7,827,638	3,389	11,821	15,209	5,329,750	68.1%	515
7	10,973,128	5,109	14,805	19,914	8,506,552	77.5%	551
8	10,407,636	4,262	12,755	17,017	8,921,540	85.7%	612
9	12,760,575	5,645	13,322	18,967	9,985,912	78.3%	673
10	12,289,654	6,099	10,357	16,456	11,946,545	97.2%	747
Total	92,705,141	33,039	139,718	172,757	69,473,607	74.9%	537



\*Premium & Loss Experience for policies written & renewed from 5/1/2011 - 06/30/2012

## Territory Specific Changes

1. Create new territory 50, comprised of Crawford, Harrison, Jefferson, Jennings, Perry, & Spencer counties:

	Liability		Physical Damage	
	Current	Proposed	Current	Proposed
VIP & Crossroads	0.90	0.81	0.90	0.81
Preferred	0.90	0.90	0.90	0.90

2. Revise territory 4 (South Bend) relativities:

	Liability		Physical Damage	
	Current	Proposed	Current	Proposed
VIP & Crossroads	0.99	0.79	0.81	0.65
Preferred	0.99	0.99	0.81	0.81

3. Revise territory 17 (Balance of LaPorte, St Joseph, & Elkhart Counties) relativities:

	Liability		Physical Damage	
	Current	Proposed	Current	Proposed
VIP & Crossroads	0.95	0.76	1.00	0.80
Preferred	0.95	0.95	1.00	1.00

4. Revise territory 19 (Porter County Balance) relativities:

	Liability		Physical Damage	
	Current	Proposed	Current	Proposed
VIP & Crossroads	0.95	0.76	1.10	0.88
Preferred	0.95	0.95	1.10	1.10

## Indiana

### 5. Revise territory 20 (Portage & Westchester Townships) relativities:

	Liability		Physical Damage	
	Current	Proposed	Current	Proposed
VIP & Crossroads	1.19	0.95	1.03	0.82
Preferred	1.19	1.19	1.03	1.03

### 6. Revise territory 29 (Elkhart) relativities:

	Liability		Physical Damage	
	Current	Proposed	Current	Proposed
VIP & Crossroads	1.05	0.84	1.00	0.80
Preferred	1.05	1.05	1.00	1.00

### 7. Create new territory 60, comprised of Johnson County:

	Liability		Physical Damage	
	Current	Proposed	Current	Proposed
VIP & Crossroads	0.81	0.79	0.69	0.79
Preferred	0.81	0.81	0.69	0.69

### 8. Revise territory 8 (Vigo County Balance) relativities:

	Liability		Physical Damage	
	Current	Proposed	Current	Proposed
VIP & Crossroads	0.99	1.03	1.04	1.08
Preferred	0.99	0.99	1.04	1.04

### 9. Revise territory 11 (Terre Haute) relativities:

	Liability		Physical Damage	
	Current	Proposed	Current	Proposed
VIP & Crossroads	1.07	1.11	1.01	1.05
Preferred	1.07	1.07	1.01	1.01

## Indiana

### 10. Revise territory 16 (Lake County Balance) relativities:

	Liability		Physical Damage	
	Current	Proposed	Current	Proposed
VIP & Crossroads	0.95	0.76	1.10	0.80
Preferred	0.95	0.95	1.10	1.10

## PERSONAL AUTO MANUAL CHANGES

INDIANA  
NEW 11-14-12 / RENEWAL 12-29-12

### **GENERAL RULES**

#### **PAGE 1**

REMOVED G – UMPD AND MOVED TO THE ENDORSEMENT SECTION

#### **PAGE 3**

ADDED F – NEW ENDORSEMENT COMPREHENSIVE INCREASED TRANSPORTATION EXPENSE, 4022

#### **PAGE 4**

ADDED O – NEW ENDORSEMENT REPLACEMENT COST FOR MECHANICAL PARTS – HYBRID TYPE VEHICLES, 4021

#### **PAGE 5**

ADDED P - UMPD

ADDED Q – NEW ENDORSEMENT YOUNG ADULT PROTECTION PLUS, 4023

#### **PAGE 6**

PAGE CHANGED DUE TO ADDED TEXT ON PRIOR PAGES

#### **PAGE 7**

ADDED 11 RENEWAL PREMIUM CAPPING

### **VIP**

#### **PAGE 2**

J.2. – REMOVED THE GUIDELINE THAT THE STUDENT MUST BE OVER 100 MILES AWAY FROM HOME TO BE CONSIDERED A DISTANT STUDENT.

#### **PAGE 4**

ADDED GUIDELINES TO AUTO HOME DISCOUNT – DISCOUNT IS ALLOWED FOR FAMILY MEMBERS, OR 2 UNRELATED INDIVIDUALS LIVING IN THE HOUSEHOLD. ALSO ADDED THAT A 5% DISCOUNT IS ALLOWED IF THE INSURED IS A HOMEOWNER INSURED ELSEWHERE.

#### **PAGE 5**

PAGE CHANGED DUE TO ADDED TEXT ON PRIOR PAGES

### **PREFERRED**

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**PAGE 4**

PAGE CHANGED DUE TO ADDED TEXT ON PRIOR PAGES

**CROSSROADS****PAGE 1**

C. – PERCENTAGE CHANGES FOR SURCHARGE POINTS

E. - PERCENTAGE CHANGES FOR SURCHARGE POINTS

**PAGE 3**

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**PAGE 6**

PAGE CHANGED DUE TO ADDED TEXT ON PRIOR PAGES

**RATING SECTION****PAGE 1**

CHANGED STEPS 1 & 2 ADDING TERRITORY RELATIVITY AND INCREASED LIMITS FACTOR TO THE RATING SEQUENCE FOR UM/UIM

ADDED UMPD TO THE LAST SECTION WITH ERS

**PAGES 3, 4 & 5**

CLASS FACTOR CHANGES

**PAGE 6**

BASE RATE CHANGES

MEDICAL PAYMENTS FACTOR CHANGES

UM AND UIM HAS CHANGED FROM FLAT RATES TO A BASE RATE AND INCREASED LIMITS FACTORS

**PAGE 7**

COLLISION DEDUCTIBLE FACTOR CHANGES

FSL FACTOR CHANGES

RISK SCORE FACTOR CHANGES

**PAGE 8**

RISK SCORE FACTOR CHANGES

**PAGE 9**

CHANGED STEPS 1 & 2 ADDING TERRITORY RELATIVITY AND INCREASED LIMITS FACTOR TO THE RATING SEQUENCE FOR UM/UIM

**PAGE 12-15**

CHANGED THE TERRITORY DEFINITIONS PAGES TO BE MORE READABLE BY SPREADING THEM OUT MORE

**PAGE 16**

FACTOR CHANGES TO TERRITORY RELATIVITIES  
ADDED UM/UIM RELATIVITY FACTORS

**PAGE 17**

ADDED MODEL YEARS 2013 AND 2014

**PAGE 18**

FACTOR CHANGES TO SOME SYMBOL RELATIVITIES

**PAGES 19-20**

PAGE # CHANGES DUE TO ADDED TEXT ON PRIOR PAGES

**PAGE 21**

CHANGED STEPS 1 & 2 ADDING TERRITORY RELATIVITY AND INCREASED LIMITS FACTOR TO THE RATING SEQUENCE FOR UM/UIM

**PAGE 22**

PAGE # CHANGED DUE TO ADDED TEXT ON PRIOR PAGES

**PAGES 23-26**

CHANGED THE HEADING TO READ "MOTORHOME/CAMPING & SERVICE TRAILER" FOR COMPREHENSIVE AND COLLISION

**ENDORSEMENT SECTION****PAGE 1**

IN THE FIRST SECTION REMOVED OPTIONAL LIMITS TRANSPORTATION ENDORSEMENT AND REPLACED IT WITH COMPREHENSIVE INCREASED TRANSPORTATION EXPENSE (4022)

**PAGE 2**

ADDED NEW ENDORSEMENT COMPREHENSIVE INCREASED TRANSPORTATION EXPENSE (4022)

**PAGE 3**

REMOVED OPTIONAL LIMITS TRANSPORTATION ENDORSEMENT  
ADDED NEW ENDORSEMENT REPLACEMENT COST FOR MECHANICAL PARTS (4021)  
ADDED NEW ENDORSEMENT YOUNG ADULT PROTECTION PLUS (4023)



Indiana - 1  
Private Passenger Auto  
Pekin Insurance Company  
Side-by-Side Comparison

1. Revise Medical Payments Increased Limits Factors:

Limit	Current ILF	Proposed ILF
10,000	1.40	<b>1.60</b>
25,000	1.90	<b>2.60</b>

2. Revise Collision Deductible Factors:

Deductible	Current Factor	Proposed Factor
350	0.90	<b>0.93</b>
500	0.74	<b>0.81</b>
1000	0.51	<b>0.56</b>

3. Revise Accident & Violation Surcharge Points (Crossroads only):

Violation Points	Current Surcharge	Proposed Surcharge
1	0.15	<b>0.20</b>
2	0.30	<b>0.35</b>
3	0.60	<b>0.65</b>
4	1.00	<b>1.05</b>
5	1.50	<b>1.55</b>
6	2.00	<b>2.05</b>

Accident Points	Current Surcharge	Proposed Surcharge
1	0.10	<b>0.15</b>
2	0.40	<b>0.45</b>
3	0.60	<b>0.65</b>
4	1.00	<b>1.05</b>
5	1.50	<b>1.55</b>
6	2.00	<b>2.05</b>

## 4. Revise Risk Score Level Factors:

Level	Current VIP Factors					Proposed VIP Factors				
	BI	PD	MP	COMP	COLL	BI	PD	MP	COMP	COLL
1	0.95	0.90	0.90	0.95	0.90	0.95	0.90	0.90	0.95	0.90
2	0.95	0.90	1.00	0.95	0.90	0.95	0.90	1.00	0.95	0.90
3	0.97	0.90	1.00	1.00	0.90	0.97	0.90	1.00	1.00	0.90
4	0.97	0.97	1.00	1.00	1.00	0.97	0.97	1.00	1.00	1.00
5	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
6	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
7	1.00	1.05	1.00	1.00	1.00	1.00	1.05	1.00	1.00	1.00
8	1.05	1.10	1.00	1.00	1.10	<b>1.15</b>	<b>1.15</b>	1.00	<b>1.05</b>	<b>1.15</b>
9	1.12	1.10	1.10	1.10	1.10	<b>1.25</b>	<b>1.20</b>	1.10	1.10	<b>1.20</b>
10	1.12	1.10	1.10	1.10	1.10	<b>1.35</b>	<b>1.25</b>	1.10	1.10	<b>1.25</b>

Level	Current Crossroads Factors					Proposed Crossroads Factors				
	BI	PD	MP	COMP	COLL	BI	PD	MP	COMP	COLL
1	0.97	0.95	0.95	0.97	0.95	0.97	0.95	0.95	0.97	0.95
2	0.97	0.95	1.00	1.00	0.95	0.97	0.95	1.00	1.00	0.95
3	0.97	0.95	1.00	1.00	0.95	0.97	0.95	1.00	1.00	0.95
4	0.97	0.97	1.00	1.00	1.00	0.97	0.97	1.00	1.00	1.00
5	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
6	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
7	1.00	1.05	1.00	1.00	1.00	1.00	1.05	1.00	1.00	1.00
8	1.05	1.05	1.00	1.00	1.05	<b>1.23</b>	<b>1.15</b>	1.00	1.00	<b>1.10</b>
9	1.07	1.05	1.05	1.07	1.05	<b>1.25</b>	<b>1.15</b>	1.05	1.07	<b>1.10</b>
10	1.07	1.05	1.05	1.07	1.05	<b>1.35</b>	<b>1.20</b>	1.05	1.07	<b>1.15</b>

5. Revise Risk Score for new business by changing the point value from 0 to 10 points for the policy age variable. This results in an improved score for new business. See attachment.

6. Revise driver classification factors +8% for unmarried females under age 21. The classification codes impacted are 36, 37, 59, 60, 61, 62, 63, 68, 69, 78, 79, & 89. See attachment 2 on page XX.

7. Revise driver classification factors +8% for adults age 80+. The classification codes impacted are 48, 87, 88, 97, 98, & 99. See attachment.

8. Revise driver classification factors +5% for adults age 70-79. The classification codes impacted are 47, 56, 57, 58, 86, & 96. See attachment.

9. Revise driver classification factors -5% for unmarried males age 21-24. The classification codes impacted are 42, 43, 74, 75, 76, & 77. See attachment.

10. Revise Financial Stability Level Factors:

VIP

FSL	Current Factor	Proposed Factor
1	0.70	0.70
2	0.75	0.75
3	0.80	0.80
4	0.85	0.85
5	0.95	0.95
6	1.00	1.00
7	1.10	<b>1.15</b>
8	1.20	<b>1.25</b>
9	1.30	<b>1.35</b>

Crossroads

FSL	Current Factor	Proposed Factor
1	0.75	0.75
2	0.80	0.80
3	0.80	0.80
4	0.85	0.85
5	0.90	0.90
6	1.00	1.00
7	1.00	<b>1.05</b>
8	1.05	<b>1.10</b>
9	1.15	<b>1.20</b>

Preferred

FSL	Current Factor	Proposed Factor
1	0.70	0.70
2	0.75	0.75
3	0.80	0.80
4	0.85	0.85
5	0.90	0.90
6	1.00	1.00
7	1.00	<b>1.05</b>
8	1.15	<b>1.20</b>
9	1.25	<b>1.30</b>

11. Revise Bodily Injury, Property Damage, & Medical Payments Liability Symbol Factors:

BI & PD Factors		
Symbol	Current Factor	Proposed Factor
280 & Below	0.95	<b>0.90</b>
285	0.95	<b>0.90</b>
290	0.95	<b>0.90</b>
295	0.95	0.95
300	1.00	1.00
305	1.05	1.05
310	1.05	<b>1.10</b>
315	1.05	<b>1.10</b>
320	1.05	<b>1.10</b>
325 & Above	1.05	<b>1.10</b>

MED Factors		
Symbol	Current Factor	Proposed Factor
480 & Below	0.95	<b>0.90</b>
485	0.95	<b>0.90</b>
490	0.95	<b>0.90</b>
495	0.95	0.95
500	1.00	1.00
505	1.05	1.05
510	1.05	<b>1.10</b>
515	1.05	<b>1.10</b>
520	1.05	<b>1.10</b>
525 & Above	1.05	<b>1.10</b>

## 12. Revise Base Rates:

	VIP	Preferred	Crossroads
Bodily Injury	-3.0%	-0.9%	-9.4%
Property Damage	3.8%	0.9%	-8.5%
Medical Payments	3.3%	-1.3%	-6.1%
Uninsured Motorist	0.0%	0.0%	0.0%
Underinsured Motorist	-1.1%	-1.1%	43.9%
Collision	-2.9%	-5.3%	-6.0%
Comprehensive	6.5%	1.3%	-9.1%
Emergency Roadside Service	0.0%	0.0%	0.0%

	VIP		Preferred		Crossroads	
	Current	Proposed	Current	Proposed	Current	Proposed
Bodily Injury	231.20	<b>224.30</b>	236.60	<b>234.50</b>	204.60	<b>185.40</b>
Property Damage	192.90	<b>200.30</b>	191.40	<b>193.10</b>	199.00	<b>182.00</b>
Medical Payments	62.80	<b>64.90</b>	61.80	<b>61.00</b>	73.50	<b>69.00</b>
Uninsured Motorist	11.00	11.00	11.00	11.00	11.00	11.00
Underinsured Motorist	17.80	<b>17.60</b>	17.80	<b>17.60</b>	21.40	<b>30.80</b>
Collision	664.90	<b>645.30</b>	629.10	<b>595.80</b>	781.30	<b>734.30</b>
Comprehensive	291.90	<b>310.80</b>	273.70	<b>277.30</b>	342.20	<b>311.00</b>
Emergency Roadside Service	12.00	12.00	12.00	12.00	12.00	12.00

13. A 5% discount will apply to any insured owning a home which is not insured with Pekin Insurance (VIP & Preferred). This discount currently applies to Crossroads policies.

## 14. Revise Uninsured Motorist Increased Limits Factors:

Limit (000's)	Current ILF	Proposed ILF
25/50	1.00	1.00
30/60	1.05	1.05
25/100	1.05	1.05
50/100	1.18	1.18
50/200	1.22	1.22
100/300	1.36	1.36
300/300	1.60	<b>1.64</b>
300/500	1.60	<b>1.70</b>
500/500	1.60	<b>1.76</b>
750/750	1.60	<b>1.76</b>
500/1000	1.60	<b>1.76</b>
1000/1000	2.00	<b>2.14</b>



## 15. Revise Underinsured Motorist Increased Limits Factors:

Limit (000's)	Current ILF	Proposed ILF
25/50	0.00	0.00
30/60	0.77	0.77
25/100	0.96	<b>0.82</b>
50/100	1.00	1.00
50/200	1.09	<b>1.10</b>
100/300	1.42	1.42
300/300	1.55	<b>1.78</b>
300/500	2.06	<b>2.27</b>
500/500	2.06	<b>2.37</b>
750/750	2.32	<b>2.67</b>
500/1000	2.32	<b>2.56</b>
1000/1000	2.58	<b>2.89</b>

## 16. Revise Model Year Factors to include 2013 &amp; 2014:

Model Year	Current Factors		Proposed Factors	
	Comprehensive	Collision	Comprehensive	Collision
1998	0.27	0.38	0.27	0.38
1999	0.28	0.40	0.28	0.40
2000	0.29	0.42	0.29	0.42
2001	0.31	0.45	0.31	0.45
2002	0.33	0.47	0.33	0.47
2003	0.34	0.49	0.34	0.49
2004	0.36	0.52	0.36	0.52
2005	0.38	0.55	0.38	0.55
2006	0.40	0.58	0.40	0.58
2007	0.42	0.61	0.42	0.61
2008	0.45	0.64	0.45	0.64
2009	0.47	0.67	0.47	0.67
2010	0.49	0.71	0.49	0.71
2011	1.00	1.00	1.00	1.00
2012	1.05	1.05	1.05	1.05
2013	-	-	<b>1.10</b>	<b>1.10</b>
2014	-	-	<b>1.15</b>	<b>1.15</b>

17. Starting with new business written on 11/14/2012 and renewals on 12/10/2012, this renewal and all future renewals will be subject to a premium increase cap of +15%. This follows the procedure in the Homeowners line of business.

### Overall Impact

The overall impact of all changes:

	VIP	Preferred	Crossroads
	%	%	%
Bodily Injury	0.1%	4.1%	3.9%
Property Damage	5.8%	5.1%	0.3%
Medical Payments	6.7%	6.1%	0.2%
Uninsured Motorist	1.5%	1.0%	0.5%
Underinsured Motorist	3.1%	3.0%	51.0%
Collision	6.1%	5.1%	8.5%
Comprehensive	6.1%	4.0%	-6.0%
Emergency Roadside Service	0.0%	0.0%	0.0%
Total	3.9%	4.3%	4.2%

The total combined impact for all plans combined is 4.0% or \$965,934.

### Attachment : Indiana Classification Factors

Class	VIP							
	Current				Proposed			
			Good Student				Good Student	
	Single Car	Multi Car	Single Car	Multi Car	Single Car	Multi Car	Single Car	Multi Car
36	1.51	1.36	1.41	1.27	1.63	1.47	1.53	1.38
37	2.01	1.81	1.91	1.72	2.17	1.95	2.07	1.86
42	1.40	1.26	1.12	1.01	1.33	1.20	1.06	0.95
43	1.60	1.44	1.28	1.15	1.52	1.37	1.22	1.10
47	0.59	0.47	-	-	0.62	0.50	-	-
48	0.65	0.52	-	-	0.70	0.56	-	-
56	0.75	0.60	-	-	0.79	0.63	-	-
57	0.89	0.71	-	-	0.93	0.74	-	-
58	1.03	0.82	-	-	1.08	0.86	-	-
59	1.36	1.22	1.26	1.13	1.47	1.32	1.37	1.23
60	1.51	1.36	1.41	1.27	1.63	1.47	1.53	1.38
61	1.58	1.42	1.48	1.33	1.71	1.54	1.61	1.45
62	2.01	1.81	1.91	1.72	2.17	1.95	2.07	1.86
63	2.08	1.87	1.98	1.78	2.25	2.03	2.15	1.94
68	1.81	1.63	1.71	1.54	1.95	1.76	1.85	1.67
69	1.42	1.28	1.32	1.19	1.53	1.38	1.43	1.29
74	1.40	1.26	1.12	1.01	1.33	1.20	1.06	0.95
75	1.45	1.31	1.16	1.04	1.38	1.24	1.10	0.99
76	1.60	1.44	1.28	1.15	1.52	1.37	1.22	1.10
77	1.68	1.51	1.34	1.21	1.60	1.44	1.28	1.15
78	1.87	1.68	1.77	1.59	2.02	1.82	1.92	1.73
79	1.36	1.22	1.26	1.13	1.47	1.32	1.37	1.23
86	0.75	0.60	-	-	0.79	0.63	-	-
87	0.82	0.66	-	-	0.89	0.71	-	-
88	0.82	0.66	-	-	0.89	0.71	-	-
89	1.81	1.63	1.71	1.54	1.95	1.76	1.85	1.67
96	0.67	0.54	-	-	0.70	0.56	-	-
97	0.71	0.57	-	-	0.77	0.62	-	-
98	0.94	0.75	-	-	1.02	0.82	-	-
99	1.13	0.90	-	-	1.22	0.98	-	-

## Attachment : Indiana Classification Factors

Class	Crossroads							
	Current				Proposed			
			Good Student				Good Student	
	Single Car	Multi Car	Single Car	Multi Car	Single Car	Multi Car	Single Car	Multi Car
36	1.66	1.49	1.56	1.40	1.79	1.61	1.69	1.52
37	1.96	1.76	1.86	1.67	2.12	1.91	2.02	1.82
42	2.14	1.93	1.71	1.54	2.03	1.83	1.62	1.46
43	2.14	1.93	1.71	1.54	2.03	1.83	1.62	1.46
47	0.69	0.55	-	-	0.72	0.58	-	-
48	0.70	0.56	-	-	0.76	0.61	-	-
56	0.96	0.77	-	-	1.01	0.81	-	-
57	1.08	0.86	-	-	1.13	0.90	-	-
58	1.28	1.02	-	-	1.34	1.07	-	-
59	1.49	1.34	1.39	1.25	1.61	1.45	1.51	1.36
60	1.66	1.49	1.56	1.40	1.79	1.61	1.69	1.52
61	1.76	1.58	1.66	1.49	1.90	1.71	1.80	1.62
62	1.96	1.76	1.86	1.67	2.12	1.91	2.02	1.82
63	2.06	1.85	1.96	1.76	2.22	2.00	2.12	1.91
68	1.76	1.58	1.66	1.49	1.90	1.71	1.80	1.62
69	1.58	1.42	1.48	1.33	1.71	1.54	1.61	1.45
74	2.14	1.93	1.71	1.54	2.03	1.83	1.62	1.46
75	2.24	2.02	1.79	1.61	2.13	1.92	1.70	1.53
76	2.14	1.93	1.71	1.54	2.03	1.83	1.62	1.46
77	2.36	2.12	1.89	1.70	2.24	2.02	1.79	1.61
78	1.85	1.67	1.75	1.58	2.00	1.80	1.90	1.71
79	1.49	1.34	1.39	1.25	1.61	1.45	1.51	1.36
86	0.96	0.77	-	-	1.01	0.81	-	-
87	1.02	0.82	-	-	1.10	0.88	-	-
88	1.02	0.82	-	-	1.10	0.88	-	-
89	1.76	1.58	1.66	1.49	1.90	1.71	1.80	1.62
96	0.78	0.62	-	-	0.82	0.66	-	-
97	0.82	0.66	-	-	0.89	0.71	-	-
98	1.23	0.98	-	-	1.33	1.06	-	-
99	1.38	1.10	-	-	1.49	1.19	-	-

## Attachment : Indiana Classification Factors

Class	Preferred							
	Current				Proposed			
			Good Student				Good Student	
	Single Car	Multi Car	Single Car	Multi Car	Single Car	Multi Car	Single Car	Multi Car
36	1.66	1.49	1.56	1.40	1.79	1.61	1.69	1.52
37	2.06	1.85	1.96	1.76	2.22	2.00	2.12	1.91
42	1.58	1.42	1.26	1.13	1.50	1.35	1.20	1.08
43	1.81	1.63	1.45	1.31	1.72	1.55	1.38	1.24
47	0.67	0.54	-	-	0.70	0.56	-	-
48	0.73	0.58	-	-	0.79	0.63	-	-
56	0.85	0.68	-	-	0.89	0.71	-	-
57	1.03	0.82	-	-	1.08	0.86	-	-
58	1.16	0.93	-	-	1.22	0.98	-	-
59	1.49	1.34	1.39	1.25	1.61	1.45	1.51	1.36
60	1.66	1.49	1.56	1.40	1.79	1.61	1.69	1.52
61	1.75	1.58	1.65	1.49	1.89	1.70	1.79	1.61
62	2.06	1.85	1.96	1.76	2.22	2.00	2.12	1.91
63	2.09	1.88	1.99	1.79	2.26	2.03	2.16	1.94
68	1.85	1.67	1.75	1.58	2.00	1.80	1.90	1.71
69	1.58	1.42	1.48	1.33	1.71	1.54	1.61	1.45
74	1.58	1.42	1.26	1.13	1.50	1.35	1.20	1.08
75	1.64	1.48	1.31	1.18	1.56	1.40	1.25	1.13
76	1.81	1.63	1.45	1.31	1.72	1.55	1.38	1.24
77	1.90	1.71	1.52	1.37	1.81	1.63	1.45	1.31
78	1.88	1.69	1.78	1.60	2.03	1.83	1.93	1.74
79	1.49	1.34	1.39	1.25	1.61	1.45	1.51	1.36
86	0.85	0.68	-	-	0.89	0.71	-	-
87	0.92	0.74	-	-	0.99	0.79	-	-
88	0.92	0.74	-	-	0.99	0.79	-	-
89	1.85	1.67	1.75	1.58	2.00	1.80	1.90	1.71
96	0.77	0.62	-	-	0.81	0.65	-	-
97	0.82	0.66	-	-	0.89	0.71	-	-
98	1.10	0.88	-	-	1.19	0.95	-	-
99	1.28	1.02	-	-	1.38	1.10	-	-

The Private Passenger Auto changes included a number of rating improvements for all 3 plans written by Pekin Insurance:

- 1) Revised Medical Payments increased limit factors
- 2) Revised Collision deductible factors
- 3) Revised Risk Score Level factors
- 4) Change Risk Score calculation
- 5) Revise driver classification factors for single females under 21, adults age 70+, and single males age 21-24.
- 6) Revise Financial Stability Level factors
- 7) Revise liability symbol factors
- 8) Implement 5% Homeownership discount
- 9) Revised Uninsured Motorist increased limit factors
- 10) Revised Underinsured Motorist increased limit factors
- 11) Add 2013 & 2014 model year factors for Comprehensive & Collision rating
- 12) Implement rate capping procedure
- 13) Various targeted rate changes to territorial factors, ranging from -18% to +3%

Where these changes resulted in a greater than indicated rate change, base rates were adjusted in order to achieve only the indication (VIP), or less than the indication (Crossroads). The Preferred plan was not treated in the same fashion. Rates were raised on poorly performing classes and kept constant for those performing well. Base rates in preferred were not lowered in order to maintain a consistent relationship with VIP base rates and also due to higher expenses in the Preferred plan. The display below demonstrates these changes.

	VIP	Preferred	Crossroads	Total
Indicated Change	3.9%	-11.5%	6.1%	2.9%
Actual Change	3.9%	4.3%	4.2%	4.0%
Premium In-Force	21,005,983	1,718,301	1,710,743	22,724,284
Base Rate Change	0.2%	-1.3%	-6.1%	-0.5%

The largest driver of increased rates in the preferred program is the concentration of age 70+ policyholders. The display below demonstrates this.

	All States Plans Combined 4 Year Loss Ratio	Relativity	% of Policies
Age 70+	78.8%	113%	16.3%
All Other	68.3%	98%	83.7%
Total	69.8%	100%	100.0%

Due to low exposures in the Preferred plan, the focus of the rate change was to apply rating improvements across all plans, while retaining the relationships described above for the Preferred plan. We feel that the decisions made were sound and based on reasonable methods and assumptions.

## Indiana Department of Insurance

### Personal Auto Rate Capping Procedure Objection

Pertaining to actuarial support and distortion thereof regarding the following:

- 1) Current leveling of premiums to account for historical rate changes
- 2) Analysis of individual rating variables
- 3) Premium trend exhibits and selections
- 4) Expense provisions calculated as a percentage of written premium or earned premium

Rated premium and charged premium will both be available for analysis purposes. Rated premium is the premium to be charged before the rate capping procedure.

The appropriate premium figure will be used for analysis. Loss experience analysis will use rated premium, while expense provisions may vary. For example, a commission provision will use charged premium, while a general expense provision will use rated premium.

## Indiana Department of Insurance

### 12/14/2012 Personal Auto Objection Response

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### Expense & Profit Provision Exhibit

Preferred								
		Bodily Injury	Collision	Comprehensive	Emergency Roadside Service	Medical Payments	Property Damage	Uninsured/Underinsured Motorists
(1)	U/W Expense (Fixed)	8.1%	8.4%	10.6%	18.3%	11.3%	7.7%	16.7%
(2)	ULAE	6.9%	10.9%	8.3%	24.9%	19.0%	9.1%	7.9%
(3)=(1)+(2)	<b>Fixed Expenses</b>	<b>14.9%</b>	<b>19.3%</b>	<b>18.9%</b>	<b>43.3%</b>	<b>30.2%</b>	<b>16.8%</b>	<b>24.6%</b>
(4)	U/W Expense (Variable)	2.0%	1.5%	1.6%	1.6%	1.8%	2.0%	2.4%
(5)	Premium Tax	0.7%	0.8%	1.2%	0.8%	0.7%	0.7%	0.8%
(6)	Commission	19.1%	20.2%	20.5%	21.4%	19.6%	18.9%	21.3%
(7)	Reinsurance Load	0.3%	0.0%	1.4%	0.0%	0.3%	0.3%	0.3%
(8)=(4)+(5)+(6)+(7)	<b>Variable Expenses</b>	<b>22.1%</b>	<b>22.5%</b>	<b>24.7%</b>	<b>23.7%</b>	<b>22.5%</b>	<b>21.9%</b>	<b>24.7%</b>
(9)	Profit	2.0%	4.0%	4.0%	4.0%	2.0%	2.0%	2.0%
(10)=[1-(8)-(9)]/[1+(3)]	<b>Target Loss + ALAE Ratio</b>	<b>66.0%</b>	<b>61.6%</b>	<b>60.0%</b>	<b>50.5%</b>	<b>58.0%</b>	<b>65.1%</b>	<b>58.8%</b>
Crossroads								
		Bodily Injury	Collision	Comprehensive	Emergency Roadside Service	Medical Payments	Property Damage	Uninsured/Underinsured Motorists
(1)	U/W Expense (Fixed)	6.2%	6.0%	9.2%	22.1%	8.8%	5.9%	4.8%
(2)	ULAE	9.0%	9.7%	5.6%	23.3%	23.7%	9.4%	5.0%
(3)=(1)+(2)	<b>Fixed Expenses</b>	<b>15.2%</b>	<b>15.7%</b>	<b>14.8%</b>	<b>45.4%</b>	<b>32.4%</b>	<b>15.2%</b>	<b>9.8%</b>
(4)	U/W Expense (Variable)	1.6%	1.3%	1.5%	2.6%	1.6%	1.5%	2.9%
(5)	Premium Tax	0.9%	0.9%	1.1%	1.0%	0.8%	0.9%	0.9%
(6)	Commission	14.9%	15.2%	15.7%	15.1%	14.9%	14.4%	15.3%
(7)	Reinsurance Load	0.3%	0.0%	1.4%	0.0%	0.3%	0.3%	0.3%
(8)=(4)+(5)+(6)+(7)	<b>Variable Expenses</b>	<b>17.7%</b>	<b>17.4%</b>	<b>19.8%</b>	<b>18.6%</b>	<b>17.6%</b>	<b>17.1%</b>	<b>19.4%</b>
(9)	Profit	2.0%	4.0%	4.0%	4.0%	2.0%	2.0%	2.0%
(10)=[1-(8)-(9)]/[1+(3)]	<b>Target Loss + ALAE Ratio</b>	<b>69.7%</b>	<b>67.9%</b>	<b>66.4%</b>	<b>53.2%</b>	<b>60.7%</b>	<b>70.3%</b>	<b>71.6%</b>
VIP								
		Bodily Injury	Collision	Comprehensive	Emergency Roadside Service	Medical Payments	Property Damage	Uninsured/Underinsured Motorists
(1)	U/W Expense (Fixed)	9.7%	8.2%	8.8%	21.0%	9.8%	8.1%	11.7%
(2)	ULAE	10.7%	11.6%	8.4%	24.9%	23.1%	10.1%	7.9%
(3)=(1)+(2)	<b>Fixed Expenses</b>	<b>20.4%</b>	<b>19.8%</b>	<b>17.2%</b>	<b>45.8%</b>	<b>33.0%</b>	<b>18.2%</b>	<b>19.6%</b>
(4)	U/W Expense (Variable)	2.4%	1.9%	1.9%	1.8%	2.4%	2.4%	2.5%
(5)	Premium Tax	0.8%	0.8%	1.2%	0.8%	0.8%	0.8%	0.8%
(6)	Commission	11.7%	11.8%	11.9%	12.7%	11.8%	11.4%	12.1%
(7)	Reinsurance Load	0.3%	0.0%	1.4%	0.0%	0.3%	0.3%	0.3%
(8)=(4)+(5)+(6)+(7)	<b>Variable Expenses</b>	<b>15.1%</b>	<b>14.5%</b>	<b>16.4%</b>	<b>15.3%</b>	<b>15.2%</b>	<b>14.8%</b>	<b>15.7%</b>
(9)	Profit	2.0%	4.0%	4.0%	4.0%	2.0%	2.0%	2.0%
(10)=[1-(8)-(9)]/[1+(3)]	<b>Target Loss + ALAE Ratio</b>	<b>68.8%</b>	<b>68.0%</b>	<b>67.9%</b>	<b>55.3%</b>	<b>62.3%</b>	<b>70.4%</b>	<b>68.8%</b>

### Credibility Exhibit

		Preferred						
		Bodily Injury	Collision	Comprehensive	Emergency Roadside Service	Medical Payments	Property Damage	Uninsured/Underinsured Motorists
(1)	Raw Loss & ALAE Ratio	47.6%	62.0%	60.5%	10.6%	42.8%	64.5%	42.8%
(2)	Buhlmann Loss & ALAE Ratio	50.8%	60.0%	60.8%	-	42.2%	64.9%	44.8%
(3)	Target Loss & ALAE Ratio	66.0%	61.6%	60.0%	50.5%	58.0%	65.1%	58.8%
(4) = (1)/(3) - 1	Raw Indication	-27.8%	0.5%	0.9%	-79.1%	-26.3%	-0.9%	-27.2%
(5) = (2)/(3) - 1	Buhlmann Indication	<b>-23.1%</b>	<b>-2.6%</b>	<b>1.4%</b>	-	<b>-27.2%</b>	<b>-0.4%</b>	<b>-23.9%</b>
(6)	Classical Credibility	16.0%	45.5%	38.8%	45.5%	19.3%	44.9%	9.4%
(7)	Complement = States Combined Indication	-	-	-	-60.3%	-	-	-
(8)=(4)*(6)+[1-(6)]*(7)	Classical Indication	-	-	-	<b>-68.8%</b>	-	-	-
		Standard						
		Bodily Injury	Collision	Comprehensive	Emergency Roadside Service	Medical Payments	Property Damage	Uninsured/Underinsured Motorists
(1)	Raw Loss & ALAE Ratio	67.6%	77.6%	56.8%	22.9%	50.9%	66.5%	123.0%
(2)	Buhlmann Loss & ALAE Ratio	82.2%	74.2%	55.3%	-	49.5%	66.3%	127.5%
(3)	Target Loss & ALAE Ratio	69.7%	67.9%	66.4%	53.2%	60.7%	70.3%	71.6%
(4) = (1)/(3) - 1	Raw Indication	-3.0%	14.2%	-14.5%	-56.9%	-16.1%	-5.3%	71.9%
(5) = (2)/(3) - 1	Buhlmann Indication	<b>17.9%</b>	<b>9.2%</b>	<b>-16.7%</b>	-	<b>-18.4%</b>	<b>-5.7%</b>	<b>78.2%</b>
(6)	Classical Credibility	14.6%	39.6%	30.1%	44.7%	20.2%	40.8%	7.7%
(7)	Complement = States Combined Indication	-	-	-	-45.9%	-	-	-
(8)=(4)*(6)+[1-(6)]*(7)	Classical Indication	-	-	-	<b>-50.8%</b>	-	-	-
		VIP						
		Bodily Injury	Collision	Comprehensive	Emergency Roadside Service	Medical Payments	Property Damage	Uninsured/Underinsured Motorists
(1)	Raw Loss & ALAE Ratio	65.8%	74.1%	73.8%	15.2%	56.7%	75.8%	61.1%
(2)	Buhlmann Loss & ALAE Ratio	66.3%	73.9%	73.2%	-	59.5%	79.9%	69.6%
(3)	Target Loss & ALAE Ratio	68.8%	68.0%	67.9%	55.3%	62.3%	70.4%	68.8%
(4) = (1)/(3) - 1	Raw Indication	-4.4%	9.0%	8.7%	-72.5%	-9.0%	7.6%	-11.3%
(5) = (2)/(3) - 1	Buhlmann Indication	<b>0.0%</b>	<b>8.6%</b>	<b>-3.2%</b>	-	<b>-4.5%</b>	<b>13.4%</b>	<b>1.1%</b>
(6)	Classical Credibility	48.1%	100.0%	100.0%	100.0%	62.0%	100.0%	26.7%
(7)	Complement = States Combined Indication	-	-	-	-58.9%	-	-	-
(8)=(4)*(6)+[1-(6)]*(7)	Classical Indication	-	-	-	<b>-72.5%</b>	-	-	-

\*Bold Text Indicates the Selected Value

### Current Rate Level Premium Exhibit

Year	Rate Change
2007	2.90%
2008	2.40%
2009	6.70%
2010	-1.50%
2011	-0.40%

Note: On-Level Earned Premium calculation was done using extension of exposures. All historical business was re-rated at current rates for the procedure.

### Trend Exhibit

	Loss Trend	Exposure Trend
Bodily Injury & UM/UIM	-2.22%	0.00%
Collision	1.18%	0.00%
Comprehensive	0.00%	0.00%
Emergency Roadside Service	0.00%	0.00%
Medical Payments	-0.02%	0.00%
Property Damage	-0.50%	0.00%

\*Loss Trends selected based on PCI Data

\*\*Exposure Trends selected based on own book analysis

### Loss Development Exhibit

		Preferred - Liability									
		2007-2	2008-1	2008-2	2009-1	2009-2	2010-1	2010-2	2011-1	2011-2	2012-1
(1)	Incurred Loss	432,126	447,931	621,644	296,688	379,817	272,506	431,216	454,366	477,331	336,108
(2)	Capped Loss	432,126	447,931	621,644	296,688	379,817	272,506	431,216	454,366	477,331	336,108
(3)	Loss Development Factor	0.928	1.017	1.023	1.016	0.981	0.945	0.950	0.927	0.887	0.961
(4)=(2)*(3)	Developed Capped Loss	401,166	455,720	635,797	301,315	372,594	257,444	409,615	421,068	423,429	322,948
(5)	Excess Loss Factor (States Combined)	1.035	1.063	1.065	1.045	1.038	1.021	1.049	1.042	1.051	1.042
(6)=(4)*(5)	Ultimate Loss	415,315	484,636	676,996	314,963	386,589	262,857	429,781	438,896	445,001	336,519

		Preferred - Physical Damage									
		2007-2	2008-1	2008-2	2009-1	2009-2	2010-1	2010-2	2011-1	2011-2	2012-1
(1)	Incurred Loss	2,113,350	2,189,221	2,113,743	1,850,295	1,962,187	1,768,695	1,788,807	1,713,867	1,497,959	1,619,976
(2)	Capped Loss	2,084,866	2,076,007	2,073,905	1,728,152	1,854,414	1,691,677	1,727,579	1,467,622	1,455,208	1,454,615
(3)	Loss Development Factor	0.998	0.997	0.997	0.997	0.997	0.994	0.993	0.991	0.982	0.942
(4)=(2)*(3)	Developed Capped Loss	2,080,427	2,070,575	2,067,983	1,723,397	1,848,398	1,680,896	1,715,667	1,454,010	1,429,551	1,370,348
(5)	Excess Loss Factor (States Combined)	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
(6)=(4)*(5)	Ultimate Loss	2,216,476	2,202,396	2,196,842	1,849,442	1,972,387	1,800,767	1,831,717	1,564,142	1,545,455	1,480,866

Crossroads - Liability											
		2007-2	2008-1	2008-2	2009-1	2009-2	2010-1	2010-2	2011-1	2011-2	2012-1
(1)	Incurred Loss	2,448,088	1,589,237	1,965,648	2,583,306	3,887,480	2,523,016	3,143,675	3,215,879	5,347,165	3,683,257
(2)	Capped Loss	2,299,309	1,589,237	1,918,848	2,443,306	3,587,480	2,398,016	3,108,675	2,982,660	4,972,165	3,683,257
(3)	Loss Development Factor	1.010	1.013	1.044	0.918	0.998	0.973	0.902	0.930	1.045	0.925
(4)=(2)*(3)	Developed Capped Loss	2,322,948	1,609,735	2,003,545	2,242,631	3,580,600	2,333,445	2,802,617	2,773,517	5,196,443	3,405,388
(5)	Excess Loss Factor (States Combined)	1.028	1.023	1.021	1.012	1.011	1.021	1.025	1.026	1.005	1.023
(6)=(4)*(5)	Ultimate Loss	2,386,921	1,646,096	2,046,265	2,269,122	3,618,722	2,381,498	2,873,505	2,845,162	5,222,885	3,483,018

Crossroads - Physical Damage											
		2007-2	2008-1	2008-2	2009-1	2009-2	2010-1	2010-2	2011-1	2011-2	2012-1
(1)	Incurred Loss	1,073,455	1,022,354	1,047,401	930,780	1,232,331	1,388,272	1,817,849	1,997,994	2,153,614	1,734,483
(2)	Capped Loss	1,073,455	992,185	1,019,954	898,197	1,208,044	1,365,383	1,779,785	1,563,508	2,134,568	1,599,190
(3)	Loss Development Factor	0.998	0.998	0.998	0.996	0.996	0.994	0.993	0.990	0.975	0.927
(4)=(2)*(3)	Developed Capped Loss	1,071,388	990,077	1,017,423	894,772	1,202,629	1,357,756	1,767,263	1,548,342	2,082,019	1,481,658
(5)	Excess Loss Factor (States Combined)	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
(6)=(4)*(5)	Ultimate Loss	1,113,121	1,030,057	1,059,525	938,444	1,252,625	1,415,956	1,837,604	1,627,805	2,174,793	1,571,409

VIP - Liability											
		2007-2	2008-1	2008-2	2009-1	2009-2	2010-1	2010-2	2011-1	2011-2	2012-1
(1)	Incurred Loss	4,330,891	3,945,719	4,394,539	4,489,079	5,071,078	4,122,700	6,021,475	4,707,817	5,450,380	3,645,189
(2)	Capped Loss	4,190,891	3,795,719	4,394,539	4,489,079	4,781,078	4,102,700	5,965,448	4,357,817	5,310,380	3,645,189
(3)	Loss Development Factor	0.998	0.978	0.979	0.902	0.975	0.921	0.930	0.856	0.867	0.927
(4)=(2)*(3)	Developed Capped Loss	4,183,873	3,711,690	4,300,107	4,047,903	4,663,853	3,777,004	5,550,741	3,732,089	4,603,168	3,378,544
(5)	Excess Loss Factor (States Combined)	1.047	1.054	1.058	1.050	1.047	1.045	1.055	1.044	1.049	1.056
(6)=(4)*(5)	Ultimate Loss	4,379,073	3,911,137	4,547,986	4,251,750	4,884,544	3,946,499	5,854,476	3,897,665	4,830,779	3,566,055

VIP - Physical Damage											
		2007-2	2008-1	2008-2	2009-1	2009-2	2010-1	2010-2	2011-1	2011-2	2012-1
(1)	Incurred Loss	16,725,836	18,160,152	17,599,593	16,676,529	18,124,284	16,471,622	21,023,979	22,190,722	21,306,039	22,842,488
(2)	Capped Loss	16,568,059	17,325,279	17,121,309	15,181,092	17,500,687	15,711,533	19,855,235	17,811,482	20,644,282	19,247,878
(3)	Loss Development Factor	0.998	0.998	0.998	0.997	0.996	0.994	0.992	0.987	0.976	0.940
(4)=(2)*(3)	Developed Capped Loss	16,541,590	17,291,775	17,080,123	15,134,997	17,435,362	15,622,303	19,693,456	17,587,645	20,148,591	18,100,528
(5)	Excess Loss Factor (States Combined)	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000
(6)=(4)*(5)	Ultimate Loss	17,679,387	18,460,119	18,304,481	16,393,921	18,752,617	16,975,763	21,109,230	19,033,902	21,747,468	19,766,753

State:	Indiana	First Filing Company:	The Farmers Automobile Insurance Association, ...
TOI/Sub-TOI:	19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)		
Product Name:	PPA		
Project Name/Number:	PPA Revision/P-12-230 IN & F-12-66 IN		

## Superseded Schedule Items

Please note that all items on the following pages are items, which have been replaced by a newer version. The newest version is located with the appropriate schedule on previous pages. These items are in date order with most recent first.

Creation Date	Schedule Item Status	Schedule	Schedule Item Name	Replacement Creation Date	Attached Document(s)
11/07/2012		Supporting Document	Response to Objection	11/27/2012	Indiana Response.pdf
10/10/2012		Form	COMPREHENSIVE INCREASED TRANSPORTATION EXPENSES	01/09/2013	4022.pdf (Superceded)

## COMPREHENSIVE INCREASED TRANSPORTATION EXPENSES

[illegible]

When there is a covered loss to a "your covered auto" described in the Schedule or in the Declarations for which a specific premium charge indicates that Comprehensive Increased Transportation Expenses coverage is afforded, or to a "non-owned auto", Part **D** - Coverage For Damage To Your Auto is amended as follows:

Coverage for Transportation Expenses provided under Part D of this policy is increased to the limits shown in the Schedule or in the Declarations.

## PART D - COVERAGE FOR DAMAGE TO YOUR AUTO

The following paragraphs are added:

1. We cover "diminution in value" due to a covered loss for rented vehicles for which there is a written, signed rental agreement obligating the "insured" to pay for such damage and for which the "insured" is legally obligated to pay as



recognized by applicable state statutes. The "diminution in value" must be proven and evidenced to support the claim for inherent damages.

2. We provide coverage for damages resulting from "collision" for which the "insured" is legally liable, subject to the broadest coverage provided in the Declarations for Collision Coverage, caused by the valet parking of a rented auto.

#### **B. TRANSPORTATION EXPENSES**

Paragraph **A.2.** is replaced by the following:

2. Expenses for which you become legally responsible in the event of a loss to a "non-owned" auto. We will pay for such expenses if the loss is caused by:
  - a. Other than "collision" only if the Declarations indicate that Other Than Collision coverage is provided for any "your covered auto".
  - b. "Collision" only if the Declarations indicate that Collision coverage is provided for any "your covered auto".

However, the most we will pay for any expenses for loss of use is \$40 per day up to a maximum of \$1,200.

No one will be entitled to receive duplicate payments for the same elements of loss under this coverage and any other source of recovery applicable to the loss.

#### **C. EXCLUSIONS**

In order to provide Collision Coverage for damage resulting from valet parking of a rented auto, **Exclusion 11.** is deleted and replaced by the following:

11. Loss to any "non-owned auto" being maintained or used by any person while employed or otherwise engaged in the "business" of:

- a. Selling;
- b. Repairing;
- c. Servicing; or
- d. Storing;

vehicles designed for use on public highways. This includes road testing and delivery.